

THE NATIONAL PROVISIONER

PUBLISHED EVERY SATURDAY

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ENTERED AT NEW YORK AT SECOND-CLASS RATES.

Vol. XXX.

New York and Chicago, February 6, 1904.

No. 6.

NO STATE FERTILIZER FACTORY.

The bill introduced in the South Carolina Legislature providing for the establishment of a State fertilizer factory has been defeated, and the project is dead for a year at least.

STOCK YARDS FOUNDER DEAD.

Justus C. Adams, founder of the Indianapolis Stock Yards Company, died at his home in Indianapolis last week of organic heart trouble. Mr. Adams led the fight in the city council and State Legislature which resulted in the building of the stock yards and the great consequent benefit to the city and contiguous territory.

COUNTRY HIDES ONLY ON SELECTION.

The leading country hide dealers of Chicago have decided to bring country hides only on selection after February 1, and the rule will be strictly enforced. The National Hide Dealers' Association is pushing the reform in various parts of the country. Reform in the careless methods which have been in vogue among country butchers in taking off and curing hides will now be in order.

GERMAN WORKMEN ARE THE SUFFERERS.

The exclusion of American meats, particularly pork, from Germany, is proving a special hardship to the working classes of that country, whose wages are being reduced and who find it necessary to have recourse to horse meat and other cheaper meats to provide sustenance for themselves and their families. United States Consul Harris, at Mannheim, in a report on wages and the cost of living in Germany, says: "Special stress is placed on the injury to the working classes resulting from the forced reduction in the use of pork."

FOREIGN FREEZING PLANTS.

A list of refrigerating plants for meat traffic covering America's three rivals in the world's meat trade—Argentina, New Zealand and Australia—shows that there are 58 of these establishments, with an estimated daily killing and freezing capacity of 4,500 tons. Australia has 27 plants, with a daily freezing capacity of 62,900 56-lb. carcasses, and an estimated storage capacity of 1,616,200 carcasses. New Zealand has 24 plants, with 65,200 carcasses daily capacity, and storage room for 1,615,000 carcasses. Argentina has 7 plants, which can freeze 54,300 carcasses per day and store a total of 755,000 carcasses.

BARKING UP THE RIGHT TREE.

The Ohio Dairymen's Association, in session at Columbus last week, passed a resolution in favor of a stringent law to compel the labeling of renovated butter and its sale as such. The dairymen have found this churned over libel on the cow a far more insidious enemy than the much-maligned and entirely healthful oleomargarine.

WARRIORS NEED AMERICAN MEATS.

The lowering of the Eastern war cloud causes increased activities at the packing centres, where immense orders for American meat products to feed both Russian and Japanese armies continue to demand attention. Japan is ordering for shipment from Kansas City, Omaha and Chicago 2,500,000 pounds of corned beef. She has already contracted for 12,000 cases of mess beef. The same country is taking from a Chicago firm, in 60,000-pound monthly shipments, 800,000 pounds of mess beef. By February 15 next Japan will have taken from this country as food for her war forces about 7,000,000 pounds of mess and corned beef. Russian shipments of mess beef up to February 15 from Chicago, Kansas City and Omaha will have amounted to an aggregate of about 6,000,000 pounds.

A COLD STORAGE JOKE.

This season of the year, when legislatures meet, is always a busy time for the fool killer. The most urgent demand for his services this week was at Albany, where Assemblyman Ruehl introduced a bill prohibiting the retention of produce in cold storage for more than sixty days. He provides that all products remaining in cold stores at the expiration of that period must be sold at auction, if not called for by their owners. There are other equally weird and wonderful provisions in this would-be statute.

Were it not so utterly and ridiculously amusing on its face, such a bill would stir the alarm of every man identified with refrigeration interests, and every raiser and marketer of produce. Where the millions of city inhabitants would turn for food supplies in such seasons as this were it not for the cold storage facilities of the country is a problem that fortunately does not require solution so long as legislative majorities are made up of men with a modicum of brains and intelligence. The fact that the author of this bill is a barber adds just the necessary touch of comedy to the incident.

BILLION AND A HALF OF EXPORTS.

The value of the merchandise passing out of the ports of continental United States in 1903 was more than a billion and a half of dollars. While the figures issued by the Department of Commerce and Labor through its Bureau of Statistics show "total exports" of \$1,484,681,995, they do not include the shipments from the United States to Hawaii or Porto Rico, and if these were added they would bring the grand total to over a billion and a half dollars.

COLD WEATHER CONGESTION.

Continuance of cold weather and repetition of heavy snowfalls has caused the railroad transportation problem to go from bad to worse. Packers have been absolutely unable to get refrigerator cars to move their products. The result has been a congestion in the packinghouses, an overflowing of stock pens and a necessary cessation of buying. The same causes have blocked shippers of stock to and from the centres and resulted in a temporary demoralization of prices. Another blizzard late in the week, affecting both East and West, did not mend matters any, and the outlook is not at all bright.

SWIFT WINS IN BOSTON.

The injunction proceedings in Boston against the transfer of the Squire stock to Swift and Company have resulted in the dismissal of the suit. This is as was expected. Judge Loring ruled last week that the charges of fraud have not been sustained. The language of the court was as follows: "The charges of fraudulent transactions have not been sustained by any evidence thus far introduced. The case is dismissed with costs and without prejudice."

It was believed at the time that the suit was not on its merits, but was brought for ulterior purposes. The failure of the parties to establish their case removes the last hindrance to the transfer of the control of the J. P. Squire Company, of Boston, Mass., to Swift and Company, of Chicago. It also clears the road for the amalgamation of the Squire, Boston Packing & Provision and the North Packing Company under one management. That management is the Swift interest. These are excellent concerns, with good trade and fine product. They will be valuable adjuncts to the Swift business, and the Swift equipment will greatly enhance them as packing-house properties.

The Belt Line

99

Not the belt line which interested you as a shipper, but as a power user.

The "belt line" wastes more power in shafting than most tanners comprehend.

A hundred feet of shafting—a thousand feet of shafting—turn to operate a single machine. Each bearing on the way pilfers power—each belt loses power—the aggregate loss is great.

If one man dreams at his work, the minutes lost are not many.

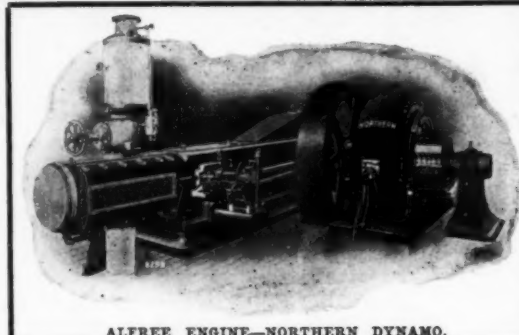
If every man dreams the aggregate loss makes a bad showing on the production record.

Users of Northern Motors are not subject to power pilfering. They apply their power where it is needed—and just when it is needed—conveniently; irrespective of location.

Can you say as much for mechanical drive? Does it give you the power you deserve—an adequate return for the power generated in your engine room?

MOTOR BULLETIN NO. 2229.

Northern Electrical Mfg. Co., Eng'rs. Madison, Wis., U. S. A.
Manufacturers



ALFSEE ENGINE—NORTHERN DYNAMO.

COTTON OIL AND PETROLEUM UNITE

One of the most important developments in connection with the cotton and hence with the cotton oil industry, is the fact that such men as John D. Rockefeller, H. H. Rogers, George J. Gould and Wm. H. Duke have decided to embark in the cotton raising business. For this purpose it is said that they are investing in large tracts of cotton lands in Texas and elsewhere in the South. The Standard Oil magnate has taken a squint at the cotton plant all the way from the seed and lint right through the phases of the cottonseed oil industry, including soap and cattle feeding, and through the cotton fabric mill line.

These men seem to think that cotton will never be so low as a few years ago and that there is money in cotton growing on a large scale when the products of the plant can be developed by the by-product factories of the grower. This may be true. The Standard Oil interests already own large petroleum well tracts in the cotton belt, and these may be

made profitable cotton producing areas, thus showing a profit both on the surface and from the bowels of the earth. If these men embark in the cotton raising business they may become potent factors in dictating the price of cotton. It is said that they will improve the seed and the plant so as to get the highest production in cotton culture.

Just where they will land in the soap field or in the fertilizer field remains to be seen, but it is premised that they will go the limit of development and of market manipulation in this respect. In fact, the Standard Oil millions are already in the packing, lard refining and cottonseed oil field, though not in that name. The Rockefeller interests are so diversified that it is becoming hard to tap a field of food manufacture without hitting a Rockefeller dollar or its allied neighbor. If it should be true that 15c. cotton has come to stay, or even 10c. cotton, then oil mills may look for dearer seed in the future and harder cotton oil mill conditions.

FREIGHT CONGESTION AT CENTRES.

The question of inadequate railroad facilities and consequent freight congestion has been one that has proven a thorn in the side of the packing interests, as well as shippers of every class, all winter long. In some of the packing centers, like Kansas City, the evil has grown almost beyond endurance. Kansas City is particularly afflicted with inadequate traffic facilities, and the railroads have lately shown a disposition to further economize and cut down, rather than to improve conditions.

The Kansas City Manufacturers' and Merchants' Association is endeavoring to create sentiment for a reform in this direction. At a recent meeting of the association the entire evening was devoted to the subject, and the principal speaker was Mr. E. E. Matchette, manager of the Schwarzschild & Sulzberger Packing Co. Mr. Matchette enumerated the troubles of shippers due to the admitted inadequacy of terminal facilities, and suggested as a remedy that all the railroads pool their terminal properties and form a terminal railroad association, which should take charge of all switching, deliveries and freight movements in and out of the Kansas City yards. He contended that the work could be done on a basis of 40 per cent. of the present expense. Manager Matchette's plan will be forcibly urged on the railroad interests.

REMARKABLE MEAT INSPECTION RECORD

Southern hogs show a remarkable state of health if the inspections at Nashville, Tenn., may be taken as a criterion of the general porcine health of the hog in Dixie. It is a fact that no Northern hogs are killed at this Tennessee center. Very few are slaughtered there that are not raised in the land of "yellow, yellow corn."

According to the report of the Meat and Livestock Inspector there were 23,991 ante-mortem inspections of hogs at the Nashville abattoirs from January 1, 1903, to January 1, 1904. Out of all of these there was not one hog condemned. The post mortem inspection of pork showed virtually the same result. Not half a hundred pounds of diseased pork was found. The condemned pork was only 46 lbs. out of a total of 28,028 carcasses to be stamped. Evidently this mite came in among the 4,037 carcasses which were in excess of the 23,991 hogs inspected and found sound.

The meat inspector's report shows also a most commendable state of health for Southern cattle—for most of those killed at Nashville are Southern and nearby cattle. Of the 12,094 cattle inspected, only 19 were condemned on the hoof. Only 13 veal calves were condemned out of 5,544 that faced the

ante-mortem inspector. Of the 20,131 carcasses of sheep inspected and tagged only 21 were condemned. There were less than 100 goats inspected and stamped. Every one of them had perfect health.

This is an extraordinary result for so many animals gathered from the woods and at large. But 1903 was not a fluke year in this respect. The Nashville figures for four years average about the same result. Here they are:

	Ante-mortem inspections.	Number of animals condemned.
1900.....	36,944	23
1901.....	49,407	27
1902.....	42,687	47
1903.....	61,301	34

The post-mortem inspections showed equally good comparative results for the same years:

	Number of carcasses inspected.	Carcasses condemned.
1900.....	36,914	70
1901.....	47,535	103
1902.....	56,569	77
1903.....	66,209	103

This record is the more creditable in view of the fact that there is not so much rush at this center, and the inspections are of the most drastic kind.

OIL AND LARD AT MALTA.

The United States Consul at Malta reports that during the past fiscal year 1,363,514 lbs. of cottonseed oil was imported into the island, leading the list of imports in quantity and values, with but one exception, flour. He reports a wide demand also for American lard, 8,379 buckets and 150 barrels having been imported in the year. The field is practically untouched by Americans and needs cultivating.

EXPORTS TO THE BAHAMAS.

Among our exports to the Bahamas for the first six months of last year, United States Consul McLain, of Nassau, reports values as follows: Salted meats, \$35,000; preserved meats and fruits, \$20,000; lard, \$10,000; oils, \$12,000; cattle, \$5,000; butter, \$16,000; ice, \$5,000. Three steamers per month constitute the commercial service.

ANOTHER "HERALD" PHANTOM LAID

The New York *Herald* is evidently anxious to add to its fast-growing reputation as a "yellow journal" by promoting another agitation against packinghouse interests. Since it stirred up all the smaller newspapers of the same type two years ago by creating a fictitious situation and then coloring it with the appearance of truth, it has from time to time made thrusts against packers and their products. Recently the *Herald*, probably for want of some other "sensation," has been more active in this direction, and now gives indication of resuming the tactics of two years ago.

This is particularly evidenced by the publication of an alleged dispatch from its Chicago representative in the issue of last Tuesday. This so-called Chicago dispatch contains figures manipulated to support the statement that "the packers are robbing the public," and as usual these figures are misleading. The juggling of figures is a poor job, however, and the trick is easily exposed.

The excuse for the attack is Secretary Wilson's recent statement that "enormous profits are being made by some one between the producer of the beef and the consumer." The *Herald* man then follows this quotation by saying:

"The following figures are taken from the live stock reports of to-day and those of eighteen months ago:

"Chicago.—Feb. 1, 1904: Best native steers, \$5.25@5.75; Aug. 1, 1902, \$8.65. Medium to good, Feb. 1, '04, \$4.25@4.85; Aug. 1, '02, \$6.15@7.85. Poor to medium, Feb. 1, '04, \$3.50@4.25; Aug. 1, '02, \$4@6.25. Stockers and feeders, Feb. 1, '04, \$3.60@3.90; Aug. 1, '02, \$2.50@5.60.

"No such variation in prices for the two periods is observed by the consumer of beef. Meats for the table cost virtually the same as they did eighteen months ago."

Granting that the *Herald* figures for the cost of live cattle are correct, it is seen that the best native beef cattle on Feb. 1, 1904, cost the packers \$5.75 per cwt., or 5¼ cents per pound. The best western dressed beef sold in New York on the same day for 8½ cents per lb. The best native beef cattle on

Aug. 1, 1902, cost the packers \$8.65 per cwt. and the best western dressed beef sold in New York for 11¼ cents per lb.

Taking the *Herald's* own dates and figures, these selling prices prove conclusively that the packers have reduced the price of dressed beef in proportion to the reduced cost of live cattle, and they also show that with waste and low-priced by-products eliminated, and cost of transportation included, the packers are selling dressed beef on a dangerously close margin.

If "meats for the table cost virtually the same as they did eighteen months ago," the *Herald* writers and Secretary Wilson must be dealing with butchers who do not believe in reducing prices once they have them up, even though wholesale cost declines.

Preceding this Chicago story the *Herald* gave prominence to a lengthy dispatch from its Washington bureau telling of the introduction of a bill by an Iowa Congressman allegedly aimed at packinghouse interests. The introductory part of this dispatch was the usual tirade against the packers, which the *Herald* probably has electrotyped and standing ready for instant use. The bill itself provides that "it shall be unlawful to transport cattle, hogs and other animals from one State into another with the purpose or intention of selling the same, or the products thereof, at such prices as to drive competitors in any community out of business or with the purpose of selling the goods to one dealer to the exclusion of the others in order to destroy competition." The bill further provides that any person convicted of violating this law, in addition to a fine of not less than \$1,000 or more than \$5,000, shall be deprived of the use of the mails.

To attempt to discuss seriously such an absurdity is a waste of time, but it is to be deplored that "cattle, hogs and other animals" should be selected for such distinction. Had all the products of the United States been included the Iowa Congressman might have found one with which he is familiar. But his bill is "meat" for the *Herald*, and more entertainment of the same nature may be expected in the near future.

and consequently beef became very dear. The retailers put their prices up. Now their prices are about the same, although cattle on the hoof are perhaps \$1.50 per hundred-weight less than at that time.

"With regard to the world's prices of beef, I have taken steps to ascertain the extent to which we are meeting competition in the British market from South American countries. I am strongly convinced that the Argentine people are sending an increasing amount of refrigerated quarters of beef to Great Britain. The Argentine people cannot ship their livestock because of the foot and mouth disease which they have there, so they are compelled to slaughter and ship their product in refrigerated quarters, and they must sell it for what they can get. From what I can learn the volume of this trade is increasing so fast as to account in

some part for the cheaper prices of beef that are now prevailing abroad over those of a short time ago. This should give us lower prices here, because the price in London of our live animals and our refrigerated beef has much to do with our prices here. We sell abroad every year \$250,000,000 worth of animals and animal products."

The Secretary of Agriculture, if properly reported, has again laid himself open to criticism. It does not require great insight into the meat business at the present time to know that the slaughterer is making a smaller margin of profit than is current in any other business. The retailers are in open competition, have no agreement as to price, and assert that their profits in handling the most perishable product of food consumed by man is far less than that obtained by the confectioner, the dairy storeman or the druggist.

It would seem as if some of the ardor and energy of the Secretary of Agriculture were misplaced and misspent, and that if he wants to keep busy the suggestion of a correspondent of The National Provisioner, that there be some regulation and control of the production and sale of proprietary remedies, might receive his prior consideration.

SEEKING SITES FOR PLANTS.

The incorporators of the American Dressed Beef Company are looking around for bonus towns. The company was incorporated not long ago in Oklahoma with a stated capital of \$500,000. The eyes of the concern are on Leavenworth, Kan.—where a proposition was made to the Commercial Club—Dallas, Tex., and Council Bluffs, Ia. Mr. McSweeney and those interested with him claim to have plenty of capital behind them and that they are sincere and determined in their plan to establish a series of meat plants in the slaughter centers of the country.

The Council Bluffs proposition involves a bonus of the following character: Free deeds for the 20-acre site, to be delivered when the buildings are up and a payment of 25 cents per head "corage" by the city on all cattle killed until the number has reached 500,000 head. That means \$125,000 in bonus. It is also expected that local subscribers will take \$50,000 of the company's stock. The contemplated buildings are to cost about \$200,000. The matter was talked over last week at a meeting of all concerned. This same proposition is virtually a duplicate of the one submitted to the Commercial Club at Leavenworth and to the people of Dallas, Tex., and which is now before the latter city for consideration.

WOULD LET THEM HUNGER.

Austrian farmers would rather see their city brethren starve than let them have a chance to eat American meats. The plans of the Vienna municipal council to reduce the price of meat to the people of Vienna by securing the importation of transatlantic meat products are meeting with very strong opposition from the agrarian interests. Associations of farmers and cattle men and peasants' unions throughout Austria have addressed telegrams of protest to the ministry of the interior and the city council, urging that irreparable damage would be done the agricultural interests of the country if the importation of meat from the other side of the Atlantic were permitted.

WILSON BLAMES THE RETAILER.

The Secretary of Agriculture is reported to have said: "Either the farmer is not getting enough for his beef or the consumer is paying too much. Fat cattle are not so dear as they were two years ago, and there are good reasons why they should not be. But there are no very good reasons why the consumer should pay as much for his beefsteak as he paid about that time. Whether the packer or the retailer is to blame I cannot say, but my impression is that the retailer has absorbed most of the difference. The margin between those prices—what the farmer receives and what the retailer pays—is much greater than it should be.

"When beef was at its highest, about two years ago, it was clearly apparent that there was a scarcity in the material of which beef is made; the corn crop had been very short,

BONUS PACKING PLANT CYCLES

When one reads almost daily reports of companies forming to establish new meat plants or to resuscitate and operate old plants that failed years ago, he naturally asks himself this question: Why? In trying to answer the logic of the situation becomes more difficult or confused by the fact that the old plants which it is endeavored to rehabilitate have failed on their own basis, and that the plants which have failed in the past have done so after being established upon the same reasoning as that which founded their predecessors in other centers.

The packinghouse promotion idea seems to be raging like a prairie fire in certain quarters. There are no trade or livestock conditions which just now call for or warrant a boom in the meat line. The temper of the public mind may be just right for imposing upon it the bonus scheme. That was the fault of the previous cycle that wrought such disaster to the builders and the investors. Just why an old plant will pay now in a locality in which it failed years ago does not appear. The reason urged was poor transportation facilities and keen competition. These conditions exist now.

There are other and better reasons for such financial wrecks. The demand is better and meat is generally higher. Livestock are also dearer than in those good, cheap old days when every little center had its packinghouse. The trade well remembers the boost in the early part of the last decade. Little packinghouses pushed their stacks up all over the West. Five years later many of them closed their doors. Conditions had changed. The fruits of it all are a lot of inactive plants all over the country which interested parties are trying to work off on the present healthful financial wave and while the nation is in an active industrial state.

Sad Career of the "Co-Ops."

There are no less than one hundred old packinghouses either wiped out entirely, sold to other interests or in the process of negotiation. The chimerical career of the group of foreign companies established in Chicago, and known as the "Co-Ops," is fresh in the industrial memory. They failed, one after another. Their good wills and labels were worth something, and their franchises more, but they could not exist even in the great center of Chicago upon their original base. They had not enough vitality and comprehension for reorganization or expansion upon a new basis. There was but one end to it all, and the inevitable closed them out. They illustrated the theory of the survival of the fittest.

Big as America is, and wide as is the demand for American food products, there is not enough room in the market for any but a general packinghouse as an independent concern. The pork houses crept into the fold of the general scheme as a business necessity. The exclusive beef house has also found it impossible to struggle alone, dissociated from other meat products. The St. Louis Dressed Beef and Provision Company and the Indianapolis Abattoir Company are the latest examples of this. The former "merged" with pork and small stock, while the latter concern found that it had to

graft provisions and small stock into its general business.

The independent provision houses of even superior repute and of superb product complain of exorbitant freight rates, smaller demand, close competition and the other reasons usually assigned to cover up the fact that the general trader is outpacing the special trader. There are many reasons for the collapse of the isolated plants at distant centers. They may manufacture as cheaply as do other equipments, and their installations may be of the very best. They may even have exceptional facilities for getting in their livestock because of their central and convenient location.

The Distribution Problem.

The other end of the business is the distribution problem. The branch house has become more potent than the broker. The branch house is of the proprietary and the consignment sort. In either case its power in trade distribution is so pronounced as to more and more eliminate the broker. The small man is not big enough to secure the exclusive services of a branch house of either kind. His output, therefore, becomes more and more commercial driftwood, which is pulled in at random by the independent gaffhooks which are thrusting their bills in the maelstrom for a chance article, for a chance order.

The "independent" plant which rises with an ambition no bigger than the filling of a local demand may succeed so long as that demand is diversified enough to take off the limited kill and cure of its own industry. The surplus must go into general trade and meet that trade upon the fierce competitive basis which has finally wiped out so many healthful looking enterprises which came into existence under apparently favorable auspices.

The helplessness of the average interior outfit allows a vaulting ambition to produce for it hopeless conditions which involve its self-destruction. Kansas City had half a dozen of these plants. They have been destroyed by fire or competition, and have either been absorbed and carried into bigger businesses under other names or have been wiped out. Des Moines had examples; so had Duluth, Wichita, Davenport, Fort Worth, Leavenworth, Sioux Falls, Sioux City, Cincinnati, Louisville, Nashville, St. Louis and many other points. They all had the same experience, and virtually the same fate. The whole trouble with most of these enterprises was a lack of proper management and a failure to understand the selling end of the business.

A Case Out of the Ordinary.

There is a novel plant in Chicago. It manufactures for the Board of Trade. That is, its entire output goes into speculative channels. No other plant in the country does such a factory brokerage business. Yet the members of the company do not speculate on 'Change. They do not even manufacture "on spec," but to order. It would be a mistake to assume that such a proposition would hold true as a general line of manufacturing.

The boom which erected small packinghouses all over the country some years ago will soon have a counterpart. The Waterloo

which awaits most of the new plants is as certain as was that which overtook their predecessors. Longer life is given such industries by the bonus and the special facilities which attract them in the first instance. These inducements are like granting a respite.

The government's census and inspection figures hint at the fate of such factories. In fifteen years nearly 300 of them went out of existence. Still there is a local demand sufficient to raise the presumption of a local packinghouse of circumscribed size in many places. The distribution there is being rapidly provided for by big consignment houses or by the larger concerns. They establish commodious branch houses which are practically packinghouses in themselves.

What Makes a Successful Plant.

There are two prerequisites to the establishment of a successful local plant: low livestock and a healthful demand for products at high prices. High cattle and low meats will wreck any enterprise which has not the facilities for keen competition over a wide area, and for the rapid unloading of its output. With the livestock man trying to push up the selling price of his stock and the eating public trying to pull down the buying price of meats, both the big and the little man in the meat business have a rocky road to travel. Whether the consumptive meat trade will localize itself is another matter. The tradition of that trade is to give up patriotism and go into the general market for cheapness, regardless of the aspirations and the claims of the plant at its door.

It is the experience of most localities that the big markets prove more attractive to livestock shipments than the market at home. The result is that the best stuff goes to the competitor, and the home plant is either left without sufficient live stuff or it has to take the inferior grades, unless the big center is outbid. In that case the profitable sale of the product is imperilled right at the start. Thus is produced much of the smaller packinghouse disaster in this country.

RINDERPEST SPREADING IN EGYPT.

Advices from Egypt are not encouraging in regard to the status of the rinderpest in that country. While up to quite recently only lower Egypt seemed to suffer greatly from its ravages, the disease is spreading rapidly into upper Egypt, this state of affairs being brought about principally by the lack of care and proper sanitation of the natives.

During the week of Dec. 13 to 20 last upper Egypt lost 1,903 and the lower country 321 head of cattle, bringing the total, up to that date to 13,462. As the hide is the most dangerous part of the diseased carcass, and as no restrictions are observed in dealing with them, importers should carefully guard against a repetition of what has but recently been stamped out in this country.

NEW YORK MEAT SEIZURES.

The New York Board of Health reports the amount of meat seizures for week ending Wednesday, February 3, 1904: Beef, 500 lbs.; veal, 225 lbs.; poultry, 3,075 lbs.; lamb, 10 lbs.; pork, 5,825 lbs. Total, 9,635 lbs.

WHERE "BABY BEEF" STARTED

The handy or light-weight steer is in demand because he cuts a higher per cent. of beef to fat and bone than does the weightier animal. The lighter steer is also the younger, and, hence, the tenderer steer. He is popular with the butcher because the marketman's customer likes his meat. It is preferred because the muscles, tendons, nerves and tissues of the two-year-old beef are not hardened by age or use. They are like the sappy young tree, unformed and unset. The drift of the public taste in this direction has changed the whole beef industry and produced an unpopularity for the grasser that has wiped the Texas long-horn from the range and even threatens the common ranger as his breed now exists. The beef market demands a better breed of beef and the breeder must meet that demand by producing it in his herd.

The export trade has been developed by that careful selection which is known as "export beef." The foreigner has taken to our selection for his table. Our own people are more particular as they become more prosperous. In fact, the farmer always was a stickler for good beef. The farmers of the South are the originators of the "baby beef" idea. They have long had the habit of penning a two-year-old steer and fattening him to the last ounce from their corn cribs, hay lofts and kitchen. The cost of rounding up one of these steers has never been considered. The main idea was to produce a fat steer whose

carcass would yield juicy meat and whose fats would yield tallow of a high order for months of quietude and the stable and the jamming of the carcass with rich and abundant home food turned out a steer which would arouse the envy of the average blue-ribbon Christmas beef producer now-a-days.

The strange part of it all is the fact that the farmer rounded up his runt breed into good beef. This was due, evidently to the fact that he took up the fattening process when the animal was still young, vigorous, in a growing humor and fit for taking on by the forced process that which he would not take on by nature or by any process later on. The relative cost was doubtless against the profit side of the ledger, but the farmer wanted one good, toothsome carcass of beef and he fattened that at any cost.

It is said that the slaughter house killing of "baby beef" was due to hotel taste developed from the South, and that the young steer feeding had a Southern origin of which the young steer feeding there was the genesis. These Southern farmers experimented for years upon old cows and old steers—the latter produced by castrating old males—and found that neither of them could be properly fattened except after a year of rest, a summer of good grazing and then the greatest care in the fall. Their digestions were bad and worn out. The proper ration could not be found to hold them through. The adoption to the young steer method was the result.

NEW YORKERS PACK IN THE WEST.

Looking to the West seems to be the general trend of the Eastern meat eye. The West points East for the consumptive market because most of Uncle Sam's hungry mouths chew east of the Mississippi, even though the great bulk of his territory lies west of the Father of Waters. Several big Eastern houses have been searching the West or Middle West for bonus plants.

"In some places the towns will give you a whole packing plant if you will fix it up and run it," said a well-known New York City meat man the other day.

"Yes," observed a butcher, "but you need stockyards and sidings and a lot more things before the old rusted wreck is fit for a start. And that ain't all."

The newest converts to the Western plant idea are Sol Levy, of Weston & Levy, at 44th street and First avenue, and Dahlman, of Brooklyn. Levy and Dahlman evolved a scheme for a plant in St. Louis. It is not the Union Packing Company, either. These two prominent New York wholesale men feel that the proper place for a plant for the New York trade is in St. Louis. Certain parties at that point have chimed in with the idea and have encouraged these capitalists and their colleagues to come out to the New World's Fair City for a plant.

The idea of locating a plant in the Middle West was conceived some time ago by Messrs. Levy and Dahlman. They went very carefully into the matter from their point of view and have already taken the step. The Western plant idea was bruited some time before the New York Butchers' Dressed Meat Company got its plan under way. In fact, it

was at one time thought that the whole concern would settle out somewhere near the Ohio or the Mississippi river as a middle point between supply and demand—the ranges in the West and the eaters in the East. It was proposed to reopen an old plant in the St. Louis section to ship the stuff to the New York and the Eastern market. The plant secured is in the old stockyards. It is not to be a very large one at the start. Of course it will be enlarged as trade grows.

Mr. Levy is one of the most popular beef men in the city. His firm now handles a large amount of carcass stuff. Mr. Dahlman has quite a trade in Brooklyn. But the two do not represent their own interests alone. They expect to kill for several people in the Greater City, and to do some trade in St. Louis. They expect their plant to kill some stuff for the big Exposition which will hold the interest of St. Louis and the country from May until nearly the end of the year. The New York meat men have kept their plans very quiet. They went about the matter in a careful manner. The news now comes from the West. They began killing about ten days ago and are now shipping stuff.

CUDAHY ENLARGES MANHATTAN BOX.

The Cudahy Packing Company has moved its office force at Thirty-first street and First avenue to the upper floor, formerly occupied by the general New York and Eastern offices of the company. The space below is being turned into a small stock and general provision department. Morris Weil smiles accordingly, as if to say: "They can take the general offices to Fourteenth street and Eleventh ave-

nue and open all the new branch houses they want, but we go right on here and can use the new space, too." In fact, it had got so that it was hard to get about among the meat-stuff hanging all over the place, and it shied at you down the passageways as you dodged for the stairs and the doors.

This new small stock box will be a great improvement as well as a convenience to the place and the trade. It also shows that the Cudahy business under Mr. Christian's general supervision and Morris Weil's special push has swelled out instead of shrinking up. When Weil gets more room he will cease going home with a streak of grease across his vest and a swipe of vermilion over his back for his girl to erase. Provisions will have more show to be seen, and the place will have a better aspect and utility altogether when this box's enlargement is completed.

CONTRACTS LET FOR ABATTOIR.

The active work of building the handsome plant of the New York Butchers' Dressed Meat Company at 39th street and Eleventh avenue will soon begin. The plans were approved some time ago. The structural iron contract has, it is said, been let to an iron bridge company, and the framing iron is now being prepared. The skeleton structure will soon begin to rise. The other contracts are being let as fast as the bids are carefully sifted and decided upon. The building committee has taken time to get every bid in and every particular down to the lowest notch in keeping with endurance, safety and high-grade equipment. The building will be put up with a view of long life and economy.

The long delays have been explained as follows: Strike conditions in the building trade were such that any structure put up last summer and fall was at an extra cost of 20 to 25 per cent. upon normal prices, because much of the labor employed was not skilled and because the materials supplied were up in the market and had to be delivered under enforced conditions. Then came the hard winter, which blocked transportation and much of the factory ability to deliver. To have let contracts earlier would have incurred an extra expense for materials. The delay has been fully justified by the state of the building trades and the supply of available materials in the market at that time.

The committee did not care to make haste at the expense of the building fund, wishing to make every dollar go as far as possible. By waiting a better selection could be had of materials, and firms could bid freer as well as on a lower and safer basis. The four buildings on the second plot of 100x125 feet on 39th street, at the back of the frontage lots, will be remodeled inside for use as a power house and for handling the fats. These buildings are substantial and have already been used for factory purposes. They will make it unnecessary at present to build upon the whole plot. The early spring will see a change over there.

An advertisement in The National Provisioner catches the eye of the man who is looking for just what you have to sell—because The National Provisioner is watched and read in every department of the food trades.

HEAT MEASURES--THERMOMETERS.

By H. W. Maurer, of the Hohmann & Maurer Mfg. Co., Thermometer Experts,
Rochester, N. Y.

Heat Measures—Thermometers.—This is the definition given in the dictionary for thermometers, and while most packers know the device by its scientific name, the definition may make it more familiar to those who use them, and where is the packer to-day who has not found it necessary to enlist the assistance of thermometers for controlling and perfecting various processes of the industry.

The great development of the packing business during the last quarter of the last century demanded improved methods, and these, in turn required the perfecting of machinery and devices, among which the thermometer is by no means the least important. The control of temperature being so vital a factor in the process of serving food, it behooves the packer to look well to the proper treatment and use of the various thermometers that must form part of his equipment, and it is the object of these lines to present such information as may prove helpful to the operator in understanding both the possibilities and limitations of the various temperature regulating devices employed in his different processes in order that best results shall be obtained. Special forms of instruments have been perfected for and adapted to practically every important operation in the packing factory requiring temperature regulation. Prominent among these are the so-called Thermo Steam Gauges for various packing processes, angle thermometers with both right angle and obtuse angle stems for open vats, cooking tubs, rendering tanks, etc., handle thermometers for testing open baths, high temperature thermometers for soldering machines, self registering thermometers for determining heat inside of cans and simpler forms of numerous other purposes. In view of the fact that in designing these various in-

struments, it has been necessary for the manufacturer of thermometers to be guided by the special requirements of each process, it goes without saying that a thermometer adapted to a particular use should not be used indiscriminately for other purposes.

A word about the origin of the glass and mercury thermometer may not be amiss here, particularly so since this is one of the earliest discoveries of science and one that has withstood, as least in principle, every effort at improvement in this rapidly changing age.

The same kind of glass tube partly filled with mercury that Galileo employed in the seventeenth century, still serves as the foundation for the improved temperature measuring devices used in modern processes of manufacture, including such varied operations as the baking of briquettes from Edison's magnetically separated iron dust to the tempering of the tools and the thinning of the sheets finally evolved from the melting of these briquettes and the Lake Superior iron ores.

In view of the importance the glass tube plays in thermometers of all kinds, it will be instructive to note some of the processes of manufacture so graphically illustrated herewith.

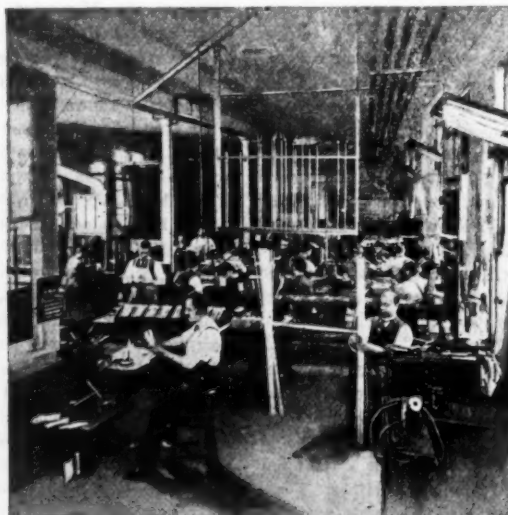
It will be seen that the process of drawing thermometer tubing cannot be classed as an exact mechanical operation, and consequently the quality of the product depends on the skill and experience of the workman, which, of necessity, must be of high grade, and these same qualities are important factors in

practically all subsequent operations, both with reference to manipulation of glass tubing as well as in the more mechanical branches, some of which are shown in smaller illustrations.

Space does not permit entering upon full description of the various processes of manufacture. Briefly stated in their order are the selecting of the proper size tubing, both with reference to thickness and capacity of bore, which latter determines the size of the bulb for a given range of temperature. The experienced workman at the blow-bench then proceeds to form the bulb of the proper capacity, and after filling in the mercury the tube is thoroughly exhausted of all air, moisture and other impurities which may be in the mercury, as the slightest trace of any of these would render the instrument imperfect. The finished thermometer tube is then subjected to repeated heating, after which it is inserted in the casing, determining its use and tested out under conditions as nearly alike as those under which the instrument is to be worked. After affixing the various test points these are transferred on a metal plate and the degree divisions are ready to be engraved on the graduating engine. Then follows the assembling and the retesting to ascertain the accuracy of the finished thermometer, and in case it is to be shipped at once, a certificate is prepared showing the results of the final comparison with instruments of precision. Besides the certificate, which is attached to each instrument, direction cards are enclosed, giving instructions how to proceed to attach or test for accuracy before putting in use and how to remedy slight derangements which may develop in use.



DRAWING THERMOMETER TUBING.



SELECTING, EXAMINING AND ASSORTING THERMO GLASS TUBING.



One of the most troublesome sources of derangement is the tendency of the mercury column to scatter, particularly in thermometers attached to apparatus and continuously subjected to high temperature. This separation is due to evaporation of the mercury and becomes troublesome only when neglected; the proverbial ounce of prevention in this case is to let the mercury flow to the top of the tube and in running back it will



BLOWING TUBES.

have collected all the separated particles. In order to prevent the separation of the mercury column under above mentioned conditions, the empty space above the mercury is filled with compressible gas, which in a properly constructed thermometer proves a great improvement. However, many a packer who may have used gas filled thermometers improperly made will say that the remedy is worse than the evil, as the gas will get between the portions of the mercury column and render the thermometer totally useless.

A broken bulb will often cause the mercury to appear in pieces in the bore of the tube, and this is sometimes taken as a separation. No intelligent person needs to be in doubt, however, whether a thermometer is broken, and if this question arises at all, it should be promptly settled by testing the instrument, either by comparison with a perfect one or at a known temperature.

With vacuum filled tubes the mercury will



GRADUATING ENGINE.

generally fill the entire bore so as to appear as a solid column, while in gas filled tubes the top of the mercury or its separations may remain part way down in the bore. No thermometer in metal case should remain attached to apparatus during the making of

EXHAUST FANS

FOR CONVEYING HAIR
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ON DRYING BEDS



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Philadelphia

Chicago
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repairs thereon. The stroke of a hammer may cause such concussion as to shatter the glass tube. Long thermometers in metal cases should always be suspended to be safe from falling over on their side, as this will surely shatter the glass tube, although this form of thermometer will stand a remarkable amount of jarring straight down.

Thermometers with exposed glass tubes should be kept away from coming in contact with pieces of metal, as slight contacts will cause the glass to break.

The qualities of thermometers for all purposes should be judged first of all from the point of view of sensitiveness combined with proper construction. The instrument being used for determining changing conditions it is needless to say that it should indicate such changes instantly. Too little attention is paid to this essential feature in special thermometers by those who copy designs only, and who for the purpose of selling at a cheap price sacrifice the essential qualities of the device.

Next in importance is the suitability of the materials entering into the various portions of the casing. To cheapen construction materials are used, which corrode rapidly under the conditions of use, rendering the life of the thermometer short or necessitating expensive repairs.

The good judgment necessary in the selection of almost all manufactured articles will to some extent of course render service in determining the most reliable instrument, nevertheless the most important factor is the reputation of the manufacturer whose motto is:

"Not How Cheap, But How Good."

CUBAN COMPOUND LARD DECREE.

As announced in The National Provisioner on Jan. 9, the Cuban Government has issued an order regulating the branding of compound lard imported into that country. It was reported that the importation of this article would be prohibited, but such is not the case.

President Palma's formal decree in the matter follows:

"In view of the extraordinarily large increase in the consumption in the markets of this island of certain articles manufactured from greases and sold as pure lard (the sellers in some cases taking advantage of the brands they put on the packages and in other cases not mentioning the ingredients from which the article is manufactured) and this having been called to the attention of the Board of Health, the Secretary of the Interior has decided to issue the following regulation:

"Article I.—Merchants and manufacturers who sell under the name of lard any article known as compound lard, or any other substance which is not pure lard, but which resembles pure lard in color or in taste, are hereby required to inform the buyer or the consumer at the time of sale that the said article is not pure lard; such merchants and manufacturers must cause to be printed on all packages in which this substance is contained, a brand in which must be stated in Spanish (in Roman letters) in a conspicuous place the words "artificial lard."

"Art II.—Any violation of this regulation will be punished by the full penalty of the law."

OLIVE OIL IN AUSTRIA.

Olive oil production in Dalmatia and Austria shows during the last few years a sensible diminution. During the last three years an annual average of 5,362 tons was produced, as against 10,194 tons produced annually during the nine preceding years. The oil is produced in the proportion of four-fifths by Dalmatia and one-fifth by Istria. The consumption of olive oil in Austria-Hungary during the 10 years, 1892 to 1901, shows an average of 13,056 tons. The limited consumption of olive oil for domestic purposes is accounted for by the very extended use, especially in Hungary, of animal fat, butter, margarine, goose fat, etc.; by the large consumption of cottonseed oil, and by the addition of sesame oil with olive oil, which increases every day.

HIDES AND THEIR PRESERVATION

Hides and skins are a most valuable by-product in animal industry and deserve as such a great deal of consideration, as much depends upon the manner of preservation at the time they reach the tan-yard to be made into leathers of various grades for a multitude of purposes. By preservation we understand the manipulation by which those parts of the hide which are subject to deterioration by decomposition are protected from damage. It is through the process of preservation or curing that hides attain commercial value, as they are seldom sold in raw condition. Our modern refrigeration and transportation facilities enable us to store the hides almost indefinitely and ship them in large quantities everywhere without risk of loss.

For this reason great care is necessarily needed for proper hide preservation. A great variety of processes and methods have been tried for this purpose, and their great number shows that the limit for improvement has not yet been reached. From the artless methods of the savages, applied even in our days, to the most elaborate and scientific processes applied in a modern factory, hide curing has received its due share of attention.

Primitive Methods.

The most primitive method of hide preservation was by drying the hides in the open air in the sun. The result was that in this manner the most favorable sources of decomposition, bacteria and moisture were eliminated. Bacteria need moisture to develop and cannot thrive where it is lacking, while direct sunlight is fatal to all bacterial growth. It was not, however, this knowledge that led the savages to adopt this drying process, but the experience of generations before. This simple method is the oldest known to have been employed in the preservation of hides, and it is practiced to-day to some extent. Offering many disadvantages compared with our modern knowledge of preservation, this method is losing ground slowly but steadily, and the time is not far off when an air-dried hide will be a matter of curiosity. The reason for this is not far to seek.

The complete drying of the skin changes the composition of the hide-substance to a degree which renders such leather unfit for many purposes, such as uppers, as the tanning process does not restore to it its former flexibility. It is, furthermore, very difficult to discover cuts and other defects on a dried hide, and the soundness of its surface is, as a rule, disclosed too late. Spots appear very frequently on sun-dried hides after tanning, which are due largely to the rapid drying of the skin-surface, leaving the inner parts damp and subject to decomposition. The increased weight of such a hide is not equalized by its inferiority.

Insist on Salt Hides.

Notwithstanding increased transportation rates, European tanners insist on salted hides in preference to the dried article, for the reason that the former permit a more general utilization for a larger variety of purposes. The drying method is, therefore, limited for specialties and exclusively applied on small hides, such as calf and goat.

The most practical and applied method of hide-preservation is the salting method. It consists in covering with salt the flesh side of the hide, after it has been cleansed of adhering dirt, fat, meat, etc., and when it is thoroughly chilled. The hides are then piled or folded in bundles, flesh-side inside. After three to four weeks resalting is necessary. The salting, however, must be carefully done, as the object of it is not merely to supply a certain quantity of salt, but to distribute it evenly over the whole surface of the skin.

This method of curing does not alter the composition of the hide-substance and permits of the latter being restored to its fresh state when subjected to the tanning process afterward. Beef and horse hides are exclusively treated in this manner, and the tendency is in favor of applying it also to the smaller skins. The better qualities of the cured hides more than offset the increased freight caused by the salt and this method is, therefore, applied wherever any considerable amount of hides are handled.

Since freight is a considerable item of expense, especially in countries depending on exporting hides, such as South America, Australia and Africa, a slight modification is adopted there which might be properly called "dry-salting." It is, in fact, a combination of the drying and salting processes, and is effected by first salting the hides in the usual manner before hanging them up to dry, protected from direct sunlight. The brine formed on the hides runs off, while part of the salt remains, preventing a complete drying of the hide by virtue of the hygroscopic nature of the salt.

The Pickling Process.

Another method of hide-preservation is by wet-salting or pickling. This comparatively new process is, however, applied only to light skins, and not before mineral tannage came into practical use. The hides are first washed in water and afterwards salted. A mere sprinkling of the salt is not sufficient in the case of these delicate hides, but it must be thoroughly rubbed into the wet hides by some convenient tool. More water must be poured on the hide if the latter should prove too dry. They are finally covered on the flesh side with a layer of fine salt and bundled. The bundles are shipped in sacks, and for great distances, in tight barrels. This method is general in India and Australia for delicate hides, such as calf, goat, etc.

The pickling method is sometimes applied in connection with the wet-salting, but this is seldom necessary when pickling is properly done. The pickling proper is the treatment of the hides in a liquid pickle, partly drying them and storing in tierces. The pickle is made by adding to a concentrated solution of salt 10 per cent. of the amount of salt used of sulphuric acid, mixing thoroughly before dipping the hides. Another modification prescribes a 20 to 30 per cent. salt solution, to which is added, under constant stirring, 4.5 lbs. of 69 deg. B. sulphuric acid for every 25 gallons of the salt solution.

These solutions can be used continuously by adding sufficient salt and acid in order to

keep up its strength. The precautions to be observed are that the pickle must not fall below 10 per cent. of salt and the acid not below 8 per cent. of the amount of salt present. Excess of acid, however, gives rise to an imperfect leather. Calculated to the weight of hide, every pound of the same requires 77 gr. of salt and each pound of salt so used 1 ounce of sulphuric acid. Pickling is applied to calf and sheepskins in Australia and New Zealand. To sheepskins, however, it is applied only after the wool has been removed.

Unique Method in India.

In East India, where salt for technical purposes is not available on account of its price, quite a unique process is in vogue. The soil there contains considerable sodium sulphate, which, with the addition of soda and iron oxide, serves the purpose of preservation quite well. The soil is mixed with water to a mass, some lime added, and this spread on the flesh side of the hide by means of flat stones. A disadvantage of this method, well known and shrewdly used by the natives, is that hides can be "loaded" with the clay matter of the soil to a great extent, which it is hard to detect.

Another method of preservation is that where arsenic is used. The hide of the zebu of East India is treated by this method, which serves the double purpose of preserving and keeping off insects. The skins are cleaned, washed and painted with the arsenic solution before being hung up for drying. These hides are said to furnish an ideal material for the tannery, having a smooth surface from being stretched while drying and a perfect hair-surface. Cuts and branding marks, however, are numerous. Arsenic and earth-preserved hides keep for years in excellent condition. They require, however, a thorough soaking in water before tanning.

These are the more widely known and applied methods of hide preservation. The application of brain and fats, as practiced by some savages are more of the nature of a combined preservation and tannage, and are, in fact, so intended, as the hides undergo no additional treatment.

Layers of the Hide.

The skin of the animal is made up of several readily defined layers. It is not merely a covering for the animals, but also serves as a container for nerves and glands, and as a bed for the hair. It is made up of two principal layers: the epidermis and the corium or true skin. The former is a thin covering and entirely removed before the tanning operations begin, uncovering what is known to the tanner as the grain, which is the surface of the true skin. This latter combines with tanning agents to form leather.

Very heavy hides are made into sole leather and are worked through a so-called hide-mill. The unhairing is generally accomplished by lime, which loosens the hair bulb, after which the hair scrapes off easily. The changes taking place in the hide while undergoing tanning are not fully understood at present. While some claim that a mere physical change occurs, the fiber-structure of the hide being rearranged by the tanning agent, others are as positively disposed to call it a chemical change, supposing leather to be a chemical salt formed by the action of an acid on raw hide as a base.

TRADE GLEANINGS

A new frankfurter factory is being built in Pittston, Pa., by M. Blew.

Delaware Glue Company is building a plant for the manufacture of fertilizers.

The new Seaboard cotton oil mill, Allendale, N. C., is completed and in full operation.

Ellery W. Whitney, of Arlington, dealer in soaps and oils. Liabilities \$7,345.32; no assets.

Eagle Counter Leather Company, Cincinnati, O., has increased capital from \$50,000 to \$100,000.

McAuley Bros. Slaughter house in Mason City, Ia., was destroyed by fire on Jan. 2. Loss \$8,000.

E. H. Stanton Company, Spokane, Wash.; capital \$150,000. E. H. Stanton and others incorporators.

E. C. Berlew, Scranton, Pa., is rebuilding his sausage and frankfurter factory, recently destroyed by fire.

Cleveland Oil Soap Company, Cleveland, O.; capital \$5,000. Edwin A. Arthur and others, incorporators.

Myers and Gorden, New York City; capital \$25,000. Hides. E. O. Cole, J. J. Hayden and others, directors.

Buck Salt Company, Cerro Gordo, Ill.; capital \$50,000. D. L. Bourland, E. J. Stevens and others, incorporators.

National Can Company, Detroit, Mich., has doubled the capacity of its plant and increased capital to \$160,000.

Bangor, Moccasin Company, Bangor, Me.; capital \$10,000. Roland I. Sawyer, president; Howard F. Sawyer, treasurer.

The leather dressing plant owned by H. R. Bradt, in Gloversville, N. Y., was damaged by fire on Jan. 30. Loss, \$7,000.

Theophilus M. Marc & Co., Newark, N. J.; capital \$100,000. C. W. Senior, W. R. Senior and R. C. Senior, directors. Make soap and candles.

Vettermann Provision & Packing Company, Jersey City, N. J.; capital \$10,000. Louis Vettermann, John Imhoff and others, incorporators.

The new plant of the Union Soap Company, in Wilkes Barre, Pa., is completed. It will have a capacity of 6,000 boxes of soap a month.

A company is being organized in Payne, La., to build a cottonseed oil mill to cost \$40,000. E. L. Chappins and Merwine Kahn are interested.

Klein & Hirschman Co., New York City; capital \$5,000. Sigmund Klein, Harry Hirschman and others, incorporators. Commission business.

Alabama Levi Stock Company, Martins, Ala.; capital \$5,000. C. G. Packard, J. H. Packard, Birmingham, Ala., and E. B. Martin, Martin, Ala., incorporators.

VARIETY MANUFACTURING COMPANY

Cross Counter-balance Elevator Doors
Cross Horizontal Folding Doors
Fire doors of all descriptions
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Manufacturers and Builders of

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According to a rumor the B. T. Babbitt Soap Company has purchased the property known as the "Island," opposite Collin's Hotel, Ridgefield Park, N. J.

The United Butchers' Association, Baltimore, Md., has been incorporated by Joseph F. Snyder, Howard F. Greasley and others. The authorized capital stock is \$130,000, divided into 1,000 shares of \$130 each.

Francis P. Conroy Company, Jacksonville, Fla.; capital \$100,000. Francis P. Conroy, president; W. M. Bostwick, Jr., vice-president; Freeman S. Hodges, secretary and treasurer. Chartered to do a wholesale grocery business in Georgia and Florida.

ONE HUNDRED ACRES OF OLD IVORY..

The buildings of the Louisiana Purchase Exposition, which will open at St. Louis April 30, 1904, resemble old ivory, and they present a marvelous spectacle. The buildings themselves occupy 131 acres. Those of the Columbian Exposition, Chicago, the next grandest, occupied only 82 acres. The entire space covered by the World's Fair at St. Louis is 1,240 acres, which is twice as large as that of any previous exposition. A large folder, containing much interesting information, a map of the grounds, and pictures of many of the buildings, has just been issued by the New York Central Railroad, and will be found of immense interest to every person who thinks of attending this last and greatest of the World's Fairs.

A copy will be sent free post-paid on receipt of two 2-cent stamps, by George H. Daniels, General Passenger Agent, Grand Central Station, New York.

Delicious, Mild Cure High Grade BACON

The kind to sell by the piece
or sliced and bring you trade

MORE TRADE MORE GOOD TRADE

Cost you 13c per lb. Sells at 20c per lb.

ORDER SOME TO-DAY

A. N. INSIDER, - 447 Rialto, Chicago

PROPOSALS

PROPOSALS FOR SUBSISTENCE STORES.—Office Purchasing Commissary, U. S. Army, 39 Whitehall Street, New York City, N. Y., Feb. 6, 1904.—Sealed proposals for furnishing and delivering subsistence stores in this city for the month of March, 1904, will be received at this office until 11 o'clock A. M., on February 16, 1904. Information furnished on application. Envelopes containing bids should be marked "Proposals for Subsistence Stores, opened February 16, 1904," addressed to Major D. L. BRAINARD, Commissary, U. S. A.

A thoroughly practical provision expert desires a situation as superintendent where good work and first-class results are appreciated. The very best of references can be supplied. Address: Superintendent, care of The National Provisioner 447 Rialto Building, Chicago.

POSITION WANTED

By an up-to-date lard refiner and tanker. Makes a specialty of White Odorless Compound Lard. Finest on the market. Perfect satisfaction guaranteed.

E. J. WARD,
4506 Union Ave., Chicago, Ill.

WANTED

A man of experience who thoroughly understands the curing and handling of pork products in a small packinghouse. Address "D," The National Provisioner, New York.

WANTED

Superintendency of Packing House, Western preferred, by able and practical man having thorough knowledge of business in all departments. Fine hams, bacon and lard a specialty. Aywon, care of The National Provisioner, 447 Rialto Building, Chicago.

Oil Tanks on Steel or Wooden Cars

Strictly According to Penna. R. R. Requirements.

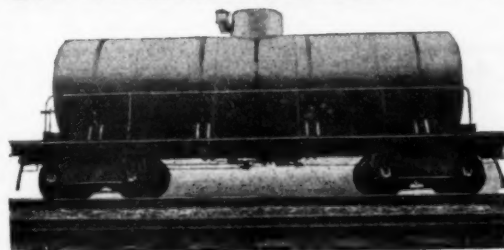
ANY CAPACITY

ANY PURPOSE

Write Us

Warren City Tank &
Boiler Works,

WARREN, O.



STOCKS OF PROVISIONS

Following are the reports of stocks of provisions on hand at various centers at the close of business on January 31, 1904, compared with those a year previous:

CHICAGO

Stocks of provisions in Chicago, at close of business, January 31, 1904 as reported to the Board of Trade:

	Jan. 31, 1904.	Jan. 31, 1903.
M. Pork, new, made since Oct. 1, 1903, barrels.....	19,711	27,501
M. Pork, made Oct. 1, 1902, to Oct. 1, 1903.....	2	6,320
M. Pork, made Oct. 1, 1901, to Oct. 1, 1902.....		
Other kinds of barreled pork, barrels.....	32,778	25,749
P. S. Lard, made since Oct. 1, 1903, tierces.....	16,722	17,763
P. S. Lard, made Oct. 1, 1902, to Oct. 1, 1903.....	38	
P. S. Lard, made previous to Oct. 1, 1902.....		
Other kinds of Lard.....	15,235	13,251
Short Rib Middles, made since Oct. 1, 1903, lbs.....	13,393,111	9,175,067
Short Rib Middles, made previous to Oct. 1, 1903, lbs.....	13,205,160	
Short Clear Middles, lbs.....	1,567,686	601,538
Extra Short Clear Middles, made since Oct. 1, 1903, lbs.....	7,629,238	2,076,056
Extra Short Clear Middles, made previous to Oct. 1, 1903, lbs.....	654,467	
Extra Short Rib Middles.....	5,243,242	1,809,511
Long Clear Middles, lbs.....	121,715	86,656
Dry Salted Shoulders, lbs.....	738,976	1,264,465
Sweet Pickled Shoulders, lbs.....	1,647,365	2,223,069
Sweet Pickled Hams, lbs.....	31,266,362	32,227,404
Dry Salted Bellies, lbs.....	15,280,221	13,638,004
Sweet Pickled Bellies, lbs.....	8,114,444	8,205,392
Sweet Pickled California or Picnic Hams, lbs.....	6,067,528	9,312,846
Sweet Pickled Boston Shoulders, lbs.....	733,842	2,850,117
Sweet Pickled Skinned Hams, lbs.....	15,588,538	11,415,763
Other Cuts of Meats, lbs.....	10,083,231	10,901,035
Total Cut Meats, lbs.....	131,335,126	105,786,923

MOVEMENT OF PRODUCT.

	Received.		Shipped.	
	Jan., 1904.	Jan., 1903.	Jan., 1904.	Jan., 1903.
Pork, barrels.....	2,353	413	16,566	20,225
Lard, gross weight, lbs.....	6,508,045	3,374,615	36,319,354	31,493,548
Meats, gross weight, lbs.....	17,836,975	14,872,679	56,692,606	48,619,201
Live Hogs, No.....	949,435	887,608	159,542	108,331
Dressed Hogs, No.....	977	401	18,958	18,888
Average weight of Hogs received Jan., 206; Jan., 1903, 208.				

KANSAS CITY

Stock of provisions in Kansas City at close of business January 31, 1904, as reported to the Board of Trade:

	Jan. 31, 1904.	Jan. 31, 1903.
Mess pork, bbls.....	135	16
Other kinds pork, bbls.....	1,532	1,772
P. S. lard contract, tes.....	1,136	588
Other kinds lard, tes.....	5,620	2,957
Short rib middles, lbs.....	3,790,100	1,400,800
Short clear mid., lbs.....	602,300	26,100
Extra S. C. mid., lbs.....	3,326,000	2,069,900
Long clear mid., lbs.....	68,000	167,000
Dry salt shoulders.....	648,200	744,600
D. S. bellies, lbs.....	2,836,800	2,254,900
S. P. shoulders, lbs.....	223,200	463,800
S. P. hams, lbs.....	9,505,200	12,089,800
S. P. bellies, lbs.....	2,199,300	2,081,200
S. P. Cal. ham, lbs.....	1,846,000	2,971,900
S. P. skinned hams, lbs.....	4,250,300	2,730,600
Other cut meat, lbs.....	3,893,000	2,764,500

Total cut meats, lbs. 33,248,400 29,765,100

LIVE HOGS.

	Jan. 31, 1904.	Jan. 31, 1903.
Received.....	194,260	160,864
Shipped.....	3,335	
Driven out.....	189,941	162,507
Average weight.....	222	224

OMAHA

Following were the stocks of provisions on hand at South Omaha, Neb., at the close of business January 30, as reported to the Omaha Board of Trade:

	1904.	1903.
	Jan. 30.	Jan. 30.
Mess pork, bbls.....	623	78
Other kinds barreled pork.....	1,382	1,175
P. S. lard, contract, tes.....	1,155	691
Other kinds lard, tes.....	1,210	1,587
Short rib middles, lbs.....	2,734,869	939,020

Live Hogs.

	Jan., 1904.	Jan., 1903.
Received.....	184,588	197,433
Shipped.....	468	970
Driven out.....	184,237	196,405
Average weight.....	250	242

MILWAUKEE

Stocks of provisions on hand in Milwaukee at the close of business January 30, 1904, as reported to the registrar of provisions of the Chamber of Commerce:

	Jan. 30, 1904.	Jan. 31, 1903.
Mess pork, winter p'k'd, (new) bbls.....	2,430	1,233
Mess pork, winter p'k'd, bbls.....	551	
Other kinds of barreled pork, bbls.....	4,523	3,432
Prime steam lard, contract, tes.....	1,726	499
Other kinds of lard, tes.....	1,957	349
Short rib middles, lbs.....	2,700,151	1,695,383
Extra short rib middles, lbs.....	155,317	369,322
Short clear middles, lbs.....	229,726	70,287
Extra short clear middles, lbs.....	154,789	126,231
Long clear middles, lbs.....	222,350	36,665
Dry salted shoulders, lbs.....	394,281	385,184
Sweet pickled shoulders, lbs.....	393,900	423,600
Sweet pickled hams, lbs.....	5,421,872	2,867,500
Dry salted bellies, lbs.....	1,337,346	969,577
Sweet pickled bellies, lbs.....	636,530	527,843
Sweet pickled California or picnic hams, lbs.....	868,800	710,400
Sweet pickled Boston shoulders, lbs.....		
Sweet pickled skinned hams.....	1,194,000	452,900
Other cuts of meats, lbs.....	4,196,078	4,459,809

LIVERPOOL STOCKS.

	Feb. 1.	Jan. 1.
Bacon, boxes.....	15,500	15,900
Hams, boxes.....	5,400	3,200
Shoulders, boxes.....	1,600	600
Cheese, boxes.....	104,000	120,100
Butter, cwis.....	11,600	7,900
Lard, tes.....	4,500	5,400
Do. other kinds, tons.....	1,630	1,220

STOCKS OF LARD.

Following are the estimates of the stocks of lard on hand February 1 as made by the N. K. Fairbank Company, and to them are added the estimates of former years:

	1904.	1904.	1903.	1902.	1901.	1900.
	Feb. 1.	Jan. 1.	Feb. 1.	Feb. 1.	Feb. 1.	Feb. 1.
Liverpool and Manchester.....	15,000	10,000	11,500	9,500	8,500	34,000
Other British ports.....	2,200	1,500	3,500	5,000	5,500	7,000
Hamburg.....	16,000	13,000	20,000	12,500	7,000	14,000
Bremen.....	1,000	1,000	1,000	1,500	3,000	3,000
Berlin.....	2,500	3,000	1,000	1,500	2,000	4,000
Baltic ports.....	9,500	7,500	9,500	8,000	6,000	7,000
Amsterdam, Rotterdam, Mannheim.....	500	700	2,500	2,500	1,000	2,500
Antwerp.....	3,000	1,000	4,000	2,000	2,000	3,000
French ports.....	1,800	700	250	2,000	4,000	5,500
Italian and Spanish ports.....	500	500	500	1,000	1,000	1,000
Total in Europe.....	52,000	38,900	53,750	45,500	40,000	81,000
Afloat for Europe.....	65,000	65,000	55,000	51,000	72,000	52,000
Total in Europe and afloat.....	117,000	103,900	108,750	96,500	112,000	133,000
Chicago prime steam.....	16,760	10,336	17,763	62,851	36,961	104,852
Chicago other kinds.....	15,235	9,633	15,251	10,278	7,270	13,174
East St. Louis.....	1,090	1,150	None	1,100	5,352	11,000
Kansas City.....	6,756	5,188	3,545	13,323	12,617	4,582
Omaha.....	2,365	3,128	2,272	5,273	2,907	4,340
New York.....	9,095	8,849	4,196	8,628	10,786	13,024
Milwaukee.....	3,683	3,097	848	2,206	2,083	3,839
Cedar Rapids.....				1,157	1,601	3,858
South St. Joseph.....	4,190	2,047	1,756	6,386	1,878	2,502
Total tierces.....	176,174	147,328	152,371	207,702	193,455	294,171

The NATIONAL PROVISIONER NEW YORK AND CHICAGO

PLANTS TO BOOST PRICES

The evident object of the Independent Packing Company is to raise the price of cattle for the benefit of the producer of live stock. The promoters of the enterprise believe that the agitation to put up packing houses will be a counter-irritant to the present low stock market, and will serve to stimulate both the movement and the prices of cattle. That seems to be the sole purpose of the undertaking. The money put into it, therefore, may be looked upon as a promotion fund, which, having accomplished its purpose of a boom in the live stock market, will be sacrificed.

This purpose of the scheme is brought out in the statement of John W. Springer, head of the packing company promoters, that the plant will close when the stock raisers have a satisfactory market for their stock elsewhere. The company evidently does not intend to stand the losses of packing at the price of cattle which it helped to shove up. In other words, such prices would be deemed to be too steep for the "Independent," but proper for other packers, and for the stockmen.

It is a pretty hard matter to open up and to shut down big plants at will. The closing is easy, sometimes involuntary. In either case the opening is a difficult matter. Competent men do not care to ally themselves with such an interest. Brokers and the distributive trade will not connect with or encourage such an enterprise. While in existence any business is a competitive menace of any similar business; but once closed the menace ceases. Such flippancy cannot exist in trade. The weakest point of Mr. Springer's enterprise is the confessed foundation of its open-and-shut game.

SIXTY DAY STORAGE

The law-making bodies of some States are fast losing their repute for learning and probity. They are becoming less entitled to public respect, and are more and more opening themselves to general ridicule. Another instance of the farce of law-making was enacted a few days ago, when a member of the New York legislature introduced into that body a bill to prohibit the storage of any food product for more than sixty days. The expressed purpose of this measure is to prevent a corner in edibles under some fancied manipulation of an imaginary trust.

The intent of this particular wisecrack is to make the cold storage warehouses disgorge their contents every two months, whether there is a consumptive demand for the perish-

able stuff or not. The legislator evidently anticipates a flat market and a precipitous drop in prices. The general decay of food supplies under such absurd regulations is not taken into consideration. Eggs, for instance, are stored for winter and early spring use. They would be dumped out when other eggs are cheap and too plentiful without them. Then, again, they must be eaten in sixty days. Game out of season must be stored. It is to be dumped out upon an illegal market. An out-of-season glut of fruits, vegetables and fish would likewise follow, and then a lack of supplies. We would be in a nice pickle during February, March and April.

Such cranks should be left at home by electors, and common sense—if not learning—should at least go to make the people's laws.

UNDECEIVING OUR FOOD FAITH

Now that the American food experts and Food Commissioners of several States have turned their attention to the foreign condiment and food laws by either reading them up, examining the goods here or going there, they are becoming more and more convinced that Americans have been humbugged for years by the word "imported." The goods may be imported, but they are not what they profess to be.

France and Germany have stringent pure food laws. They are more or less honestly administered at home, but the fakes that come over here are not inhibited. France, Germany and Holland have made England and the United States a dumping ground for their impure stuffs. They have gone in to clean them out there, so the stuff finds its way over here. The severe pure food laws enacted over there in recent years were made necessary by this very fact of the abominable adulteration of the foods there.

Several of our scientists have fallen in with the view that our commerce is tainted with this imposition. The Secretary of Agriculture was acting advisedly when he asked for the present food law, which gave his department the right to use a strong hand in dealing with these impure and sophisticated articles of diet. This country has felt its share of imposition.

PROFITS AND PUBLIC TASTE

Packers and handlers of live stock have been convinced for some time that cheaper and better beef must be produced upon the hoof. It is just as easy for a farmer to raise a good animal as it is for him to raise an inferior beast, when he has the right kind with which to start. The packer desires the better beast because his commercial experience teaches him that he gets a higher per cent. of meat at the slaughter, better by-product material, and that he can sell the

carcass quicker and to better advantage to the butcher. He has to pay more for the animal, but his percentage of loss is comparatively less. The live stock handler desires such a steer because the packer is more willing to accept it. This higher demand causes the prime bullock to bring more money to the farmer, who thus profits by his improved herd.

The Agricultural College Experiment Stations are helping to indoctrinate the cattle raisers with this advanced idea, and to their benefit. This is especially true in the face of the fact that the consumptive taste has rapidly changed from the heavy, fat animals of mature age to the plump, well bred "baby beef," "baby mutton" and young pork. The breeder has to get in line with the public taste. Besides, well bred stock grow off faster than that of inferior blood and return quicker profits to the industry. The packer and the trade need the abattoir animal which the consumer will readily eat, and not the sinewy, stringy one which he is sometimes forced to eat. The greatest amount of gain from a given amount of feed is obtained from the growing and not from the fully grown animal. That fact discloses the profit of the grower and the cause of the tender meat demand by the trade.

WAR AND HIDES

Hides have caught the stronger demand for leather and have moved up. There are several market reasons for the improved tone in the hide market. Calfskins felt the upward tendency of the market first. The call for calfskins was due to the absence of a sufficient supply of such stock. The same is true of hides. Statistically, fewer cattle were killed in the marts of the world last year than there were the year before, though the slaughter of cattle in America was somewhat greater; not great enough, however, to make up the loss in Australia, Great Britain and the Continent of Europe. The kill in South America was not much affected.

The chance of war between Russia and Japan and the preparations for such an emergency, whether war eventuates or not, has caused a big demand for army shoes and leather for army packs, carrier packs, harness, saddles and other incidentals of the well equipped force in the field. The factories here and abroad have been stimulated by this new forced demand, which has involved other nations besides the probable belligerents. Just how long this state of the market will last cannot be foretold. At any rate, there has been a heavy unloading of surplus leather abroad and a picking up of all green hides. That will have a lasting effect upon trading. Leather has made a call upon hides and the market is up.

The National Provisioner

NEW YORK and
CHICAGO

Published by

THE FOOD TRADE PUBLISHING CO.

(Incorporated Under the Laws of the State of New York.)

DR. J. H. SENNER..... President

GENERAL OFFICES

Floor A, Produce Exchange, New York, N. Y.
Cable Address: "Sampan, New York."
TELEPHONE NO. 5200 BROAD.

WESTERN OFFICE

Chicago, Ill.; 447 Rialto Building.
Telephone, Harrison 4453.

Representative for Europe, HENDRICK HARTOG, Hamburg, Germany. Dovenfleet 51 (Brauerhof).

Terms of Subscription Invariably in Advance. Postage Prepaid:

United States and Canada, excepting New
Foundland \$3.00
All Foreign Countries in the Postal Union,
per year (21s.) (21m.) (26fr.) 5.00
Single or Extra Copies, each10

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EXPORTS SHOWN BY STEAMERS.

Following were the exports of commodities from New York to Europe for the week ending Jan. 30, as shown by Lunham & Moore's statement:

Steamers—Destination.	Oil—		—Beef—		—Lard—	
	Cake.	Cheese.	Bacon.	Butter.	Tcs.	Pkgs.
Lucania, Liverpool	682	780	612	382	554	2743
Armenian, Liverpool	1755	1159	125	50	7842	
Cedric, Liverpool	1351	2713	340	488	4348	
St. Paul, Southampton	132	2058	101	200	2599	
Minnetonka, London	1060	100	400	50	125	65 10687
Bristol City, Bristol	137	50	50	50	5200	
Toronto, Hull	525	252	1170	25	1222	11389
Canning, Manchester	1320	168	792	8966		
Siberian, Glasgow	418	507	8	215	250	
Pretoria, Hamburg	50	80	10	507	25	532 2327
Amsterdam, Rotterdam	4091	50	50	910	3630	
Kroonland, Antwerp	13760	553	108	233	619	7900
Kaiser Wilhelm II., Bremen....	50	100	600			
La Touraine, Havre						
Alnwick, Havre						
Alnwick, Dunkirk						
Pawnee, Mediterranean	75					
Prinzess Irene, Mediterranean..	265		28	50	625	
Aurania, Mediterranean	50			825	700	
Germania, Mediterranean	35			12	905	
Lombardia, Mediterranean	100			50	300	
Pocasset, Mediterranean	216		5	5	205	255
Marienfeld, South Africa						466
Total	20131	4797	10047	2040	583	815 450 6727 71732
Last week	35910	12690	10835	3000	998	1845 497 7010 55690
Same time in 1903.....	36858	5172	9376	521	1465	535 9953 72132

BRITISH FROZEN MEAT IMPORTS.

The importation of frozen meat into Great Britain last year, according to Weddel & Co.'s annual review, amounted to 408,810 tons. Of this, 69,485 tons was beef and 185,123 tons mutton, a decided increase over 1903. The American shipments totaled 137,067 tons of chilled meat, or 22,544 more than in 1902. The balance of the total imports included 109,763 tons, chiefly mutton, from New Zealand, 131,899 tons from Argentine, and 12,946 tons from Australia. Imported live cattle and sheep landed in Great Britain during the year totaled 522,546 head of cattle and 354,241 head of sheep, as compared with 419,488 cattle and 293,199 sheep in 1902. This was chiefly from the United States and Canada, the Argentine trade amounting to but 27,817 cattle and 82,941 sheep.

According to government reports, the number of cattle in the United Kingdom last year was 11,408,560 head, an increase of only 31,574 head. The number of sheep fell to 29,658,840 head, a loss of 397,916 head from 1902.

In their forecast for 1904, Weddel & Co. predict a largely increased demand for foreign meats, due to growing population and meat requirements, and figure that about 600,000 tons must come from abroad, the beef supply being looked for chiefly from the United States. The level of current prices they expect to be maintained.

HOG PRODUCT EXPORTS TO GERMANY.

In response to requests from readers of THE NATIONAL PROVISIONER, the following statistics relative to the export of hog products to Germany have been compiled and are presented for general information:

	1901.	Value.
	Pounds.	
Hams	2,810,000	\$285,000
Bacon	22,000,000	1,605,000
Pork	8,600,000	710,000
Lard	192,000,000	15,970,000
	1902.	
	Pounds.	Value.
Hams	1,500,000	\$155,000
Bacon	17,752,000	1,593,000
Pork	6,150,000	508,000
Lard	153,245,000	5,301,000
	1903.	
	Pounds.	Value.
Hams	1,010,000	\$98,000
Bacon	16,655,000	1,730,000
Pork	3,500,000	306,000
Lard	80,310,000	17,425,000

The pork exports include the amount of canned, salt, fresh and pickled pork.

These figures include the estimated amount of hog products consumed by the German army and navy which does not go through the German customs, and hence is not entered as German exports. It does not include the amount of re-exports of American products which go to England and other countries in the first instance, nor those to the German Colonies direct. It is believed that Germany in one way or another gets about 15 or 20 per cent. more of American hog products than the above. The full German exports of such stuff everywhere would indicate this.

TECHNICAL AND SCIENTIFIC

LADY VETERINARIANS IN GERMANY.

Probably the latest field opening its portals to the progressive women of Germany is the study of veterinary surgery. It must be a sight worth witnessing when these female students brave the rage of over-excited steers with gladiatorial bravado, or ply the conventional tin syringe to an overworked equine, not to mention obstetrical services to mother hog.

HIDE SAUSAGE.

Legal, economical and sanitary controversies are at their height in Mainz, Germany. The butchers insist that ox hide, well cleaned and boiled, is no objectionable feature in their blood-sausage, at times even preferable to hog skin. They seem to be, however, on the wrong side of the argument, as 24 of them found out very recently and very much to their disadvantage.—Internatl. Fleisch. Ztg.

VALUE OF 40 P. C. POTASSIUM SALTS.

The new 40 per cent. potassium salts contains three and a half times as much potassium as kainit, and may therefore be employed with advantage in the case of soils which are injured, as regards their physical properties, by large amounts of soluble salts. At the same time the character of the crop has to be considered, since the different potassium manures act very differently on different crops.

INDIAN OILS.

Pongam, or Indian oil, is obtained from the beans of the Pongam tree, *congamia glabra*, which grows in East India, where it is used as a lamp oil and medicinally. Of the oil 33.7 per cent. can be extracted by means of other; it is of a dirty yellow color and at 15 deg. C. is of the consistency of butter. It might be utilized in the soap and candle industries, since large supplies are available.—Journal Soc. Chem. Industry.

TO VACCINATE CALVES.

Every calf in Germany will be vaccinated upon reaching its third month, with specially prepared tuberculosis bacilli taken from human beings, if the proposals of Professor Behring, the great bacteriologist and opponent of Professor Koch's tuberculosis theories, are adopted by the Reichstag. Professor Behring pleaded the adoption of an imperial law to this end, in conference with the ministry of agriculture. The professor also proposes to add a gramme of formalin to every ten quart can of milk. He maintains that fresh milk contains elements fatal to disease bacteria, but that it quickly loses them. Formalin, he adds, would conserve these elements indefinitely.

YELLOW HARD GREASE.

A hard grease, obtained by washing the residue of the distillation of wool grease, and which is in substance wool grease, was held to be dutiable at $\frac{1}{2}$ cent per bl. as wool grease under Section 279 of the tariff act. The Board of Appraisers had previously held similar merchandise to be free of duty as "sod oil," under Section 568, which opinion was affirmed by the United States supreme court. On further appeal the Court of Appeals held as above stated, reversing both the lower court and the board.

TANNING BY USE OF TAWED SKINS.

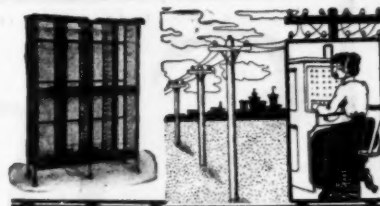
Skins previously tawed with salt and alum may be placed in strong, vegetable tanning-liquor without risk of injury; the latter gradually displaces the salt and alum, and produces ordinary leather. The tawing liquor contains salt (10 per cent.), alum (1 to 2 per cent.), and sulphuric acid (1 to 2 per cent.), or an organic acid (5 per cent.), and may be made up from old tan liquor instead of fresh water. After tawing for from 12 to 48 hours the skins are dried in the air, worked on the beam, and placed for 8 to 45 days in strong tan liquor, to which may be added alkali acetates or sulphites, or soluble salts of barium, strontium or calcium (5 to 10 per cent.), to decompose the alum which is otherwise eliminated somewhat slowly.

MANURIAL EXPERIMENTS WITH TOBACCO.

Whilst nitrogen is equally necessary to all parts of the plant, potassium seems to be chiefly of use to the leaves and roots, and phosphoric acid to the stems. Chili saltpetre proved to be the best nitrogenous manure, then ammonium sulphate and blood meal. The latter seems to act favorably on the burning properties of the tobacco. Excessive manuring is to be avoided, as it increases the amount of water in the leaves, and promotes a relatively greater development of stems and roots. Chlorides and sulphates are unsuitable, as they decrease the burning properties. Potassium carbonate and "martellin" act favorably in this respect. Perchlorate does not act poisonously on tobacco when present in moderate quantity, but favors the development of the leaves and especially the roots.

RECOVERING SOOT FOR MANURING.

For the process for the recovery of soot for utilization as a manure, the stack or chimney to a works is provided with a pipe entering below the damper and continued externally with enlargements forming chambers, circular in horizontal section, merging above



EXPANDED METAL LOCKERS

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into a pipe which enters the stack at a higher level, so that the draught carrying the soot may be directed through the passage thus formed. Each chamber is fitted with a baffle-plate curved downwards, from which, and also from the sides of the chamber, the soot is continually removed by a revolving scraper. The soot thus detached mingles with powdered peat, introduced by a conveyor from a hopper at the side. Water sprinklers are provided to form the soot and peat into a mud, which is discharged through a vertical pipe. A set of wings is kept rotating in the lower of the chambers or enlargements. The proportion of soot and peat in the manure obtained is regulated by adjusting the rate of feed of the latter.—Journ. Soc. Chem. Industry.

VINASSES FOR FERTILIZERS.

The treatment of vinasses of molasses distilleries to obtain a fertilizer rich in nitrogen and potash, is applied in the following manner: After the vinasse has been concentrated to 30 to 35 B., it is distilled with quick-lime and the ammonia, trimethylamine, and a little methylamine, which volatilize, are collected in hydrochloric acid. By evaporating the solution obtained the mass is converted into a residue of ammonium chloride and methylammonium chloride, which is collected and afterwards liquefied. The residue from the distillation with lime is treated with sulphuric acid until almost neutral, the precipitate filtered or "spun off" and the liquid concentrated to dryness. Glycerin will have been in great part destroyed by the lime. To the mineral matter which remains the ammonium chloride should be added. The composition of the fertilizer is then: Nitrogen (in the form of ammonia), 4.3; calcium sulphate, 37; potassium sulphate, 28; sodium sulphate, 4; potassium chloride, 12; water, 4; undetermined, 10 per cent.—Journ. Soc. Chem. Industry.



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 West Side Slaughter House } 664-666 West 39th Street
 West Side Market }

JERSEY CITY

Wayne Street Market, Corner Wayne and Grove Streets
 Ninth Street Market, 138 Ninth Street

Swift & Company New York

Central Office, Nos. 32-34 Tenth Avenue -

FROGS' LEGS ARE DRESSED POULTRY.

The customs department of the United States Government has decided that under the Dingley tariff law frogs' legs are dressed poultry. This was officially decided by the Secretary of the Treasury on Tuesday, after he and the experts of the customs division had made an exhaustive study of the question for three months.

The question arose about November 1, when the Auditor for the Treasury Department wrote a letter to the Secretary informing him that certain collectors of customs along the Canadian border were admitting frogs'

legs under a ten per cent. duty for raw or unmanufactured articles not specifically provided for. Secretary Shaw, anxious to afford the fullest measure of protection to American frogs, turned the matter over to the customs division for an answer to the question, "What are frogs' legs?"

There was a consultation of the tariff experts after eating frogs' legs in every style. One of them reported that the frogs' legs were certainly veal, another declared those he had sampled were ducks' legs, and a third was certain they were chickens' legs. The weight of the evidence and the Secretary's

personal experience were on the side of the contention that a frog was a bird, and consequently a letter was written the Auditor that under what is known as the "similitude" section of the tariff law frogs' legs were to be classed as dressed poultry and duty was to be assessed on them at the rate of five cents a pound.

A hog weighing 798 lbs. broke the record recently at the Oldenburg, Germany, stockyards. Whether the same can be said of the quality of the pork or of the wise economy of raising a hog to such a weight seems at least problematical.

Swift & Company



138-154 Ninth Street, JERSEY CITY

Beef and Pork Packers

Lard Refiners and General Provision Dealers
 For Export and Local Trade

FOR PURCHASING DEPARTMENTS

PROTECTION AGAINST FIRE.

A great protection against fire and simultaneously a reduction in insurance is assured packers in the Eastman nozzle, with which the G. H. Hammond Co., Swift & Co., Morris & Company and Libby, McNeill & Libby have recently been equipped. The Davies Warehouse and Supply Company, which has secured the western agency for the Eastman nozzle, is pushing this excellent device, and is confident that the packinghouses that are always eager for the most improved appliances which tend to reduce expenses and are a protection to life and property, will readily avail themselves of it. The "Fireman's Herald," under date of December 3, has this to say concerning the deluge appliance now handled by the Davies Warehouse and Supply Company throughout the West:

"Boston has added two Eastman 'Jumbo' deluge sets to its fire department the past month, capable of producing streams in six different sizes from 1 1/4-inch to 3 inches in diameter. The same can be used with one or two steam fire engines, according to the size of nozzle used. At an official test early in the year of the 'Jumbo' a 3-inch solid stream was thrown with 82 pounds' pressure 340 feet. The Boston department now have over fifty Eastman deluge sets in different sizes; also each fire company is fully equipped with the Eastman perfection holders and nozzles.

"Boston is now reaping the advantages of its up-to-date fire department in the most practical way, viz.: The 1st of May this year the underwriters made a reduction in premium rates, which in the aggregate amount close to \$800,000 annually, while another expected reduction is looked for the coming year. The most important and profitable investment to any community is in the direct line of reducing its fire risk.

"At an official test at Washington, D. C., a solid 3-inch Eastman 'Jumbo' stream was thrown 265 feet with 65 pounds' pressure. Allentown, Pa., added more of the Eastman nozzle outfits to its fire department the past month; also the past month Batavia, N. Y., added four complete Eastman sets; orders also filled from Auburn, Oswego and Syracuse, N. Y. South Africa also joins in the procession in sending orders the past week for six additional Eastman outfits for Cape Town and Johannesburg. Chief Bonner, of the Manila, P. I., Fire Department, has just added six more to his fire department. In all, over 20 fire departments have adopted the Eastman nozzle system the past month."

The Davies Warehouse and Supply Company, of 20 North Clark street, Chicago, is ready to ship an Eastman outfit free of cost to any packinghouse that may wish to make a test. If this offer is accepted it is believed that within a short time no packinghouse will be without this effective and reliable fire protector. That the Davies house is showing itself keenly alive to the needs and conditions of the times, and is constantly adding to its list of packinghouse supplies the most worthy appliances on the market must be apparent to all close observers.

BARTLETT & SNOW FILLING ORDERS.

The C. O. Bartlett & Snow Co., manufacturers of mill and labor-saving machinery, have lately filled an order from the Dakota Pressed Brick Co., Deadwood, S. D., for one of their rotary dryers, for drying 50 tons of sand a day, and also for a full equipment of conveying machinery. This is one of many orders that keep this company running its plant to full capacity.

QUALITIES OF TABER ROTARY PUMP.

With the commencement of the present year the Taber rotary pump, manufactured by the Taber Pump Company, 83 Ellicott street, Buffalo, N. Y., begins its forty-fifth year of successful handling of liquid substances that otherwise would not be susceptible of pumping. When the Taber rotary pump made its appearance almost half a century ago it attracted no end of attention and speculation as to its likelihood of accomplishing the results claimed for it, but as the year went on it not only "made good" along the lines for which it was originally intended, but also extended its field of work until to-day it commands a unique position in the pumping world, and especially as a means of handling soap and soap stock, tallow, lard, blood, hot and cold and thick and thin liquids. Its remarkable simplicity, positive action, extreme durability, immunity against clogging, capacity to handle a maximum of liquids with small power and to run at slow speed, make the Taber rotary pump one of the most valuable appurtenances in handling liquids of every sort.

MECHANICAL DRAFT FOR BOILERS.

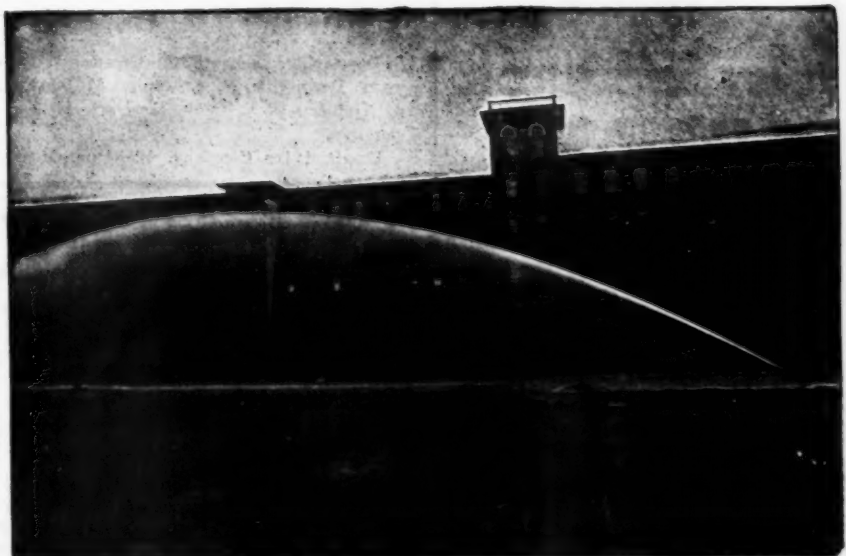
The maximum boiler horse power in central power stations is only attained during a few hours of the day. During the greater part of the day the capacity required is much less than this maximum. On this account it has been found economical and practical to design the boilers and chimneys of ample capacity for this load and to force them above and up to the maximum by means of mechanical draft. This is applied with equal success to old and new plants. In the new power station of the Denver Tramway Power Co., Denver, Colo., mechanical draft is used as an auxiliary to the natural draft provided by a chimney 240 feet high. Artificial draft is furnished by three Sturtevant electrically-driven steel-plate fans. The boiler capacity of the plant is approximately 6,000 H. P.

LAMINOID INSULATING PAPER.

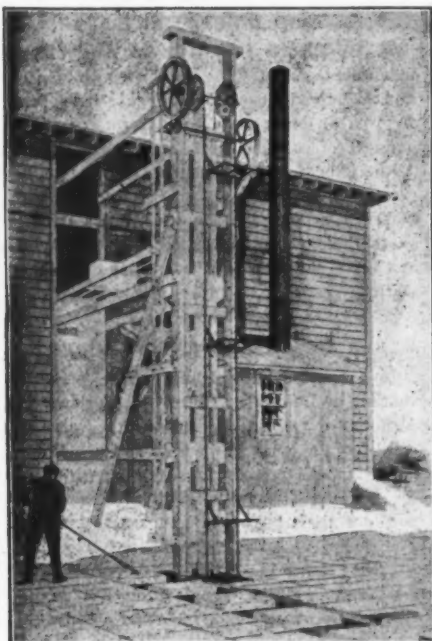
F. W. Bird & Son, East Walpole, Mass., manufacturers of the well-known Neponset and Laminoid Insulating Papers, have just received an order from the government for a quantity of Laminoid to be used in the United States Bureau of Standards building, to be erected in Washington, where nothing but standard articles will be used. For twenty years these papers have been on the market and have not yet been surpassed for superiority.

FERTILIZER AND LAND VALUES.

In a recent address before a fertilizer convention in Louisiana, State Commissioner of Agriculture Lee, in emphasizing the value of fertilizers in truck gardening, said: "Of the many matters pressing upon the attention of the farmers, I know of no two of more importance than fertilizers and truck growing. The raising of early vegetables and fruits for Northern markets, where shipping facilities and other conditions are favorable, is an inviting field, and holds out the promise of most profitable results. And in this connection I want to say that I know of no type of soil anywhere in the State that responds to intelligent fertilization more satisfactorily than do the sandy soils of North Louisiana. The trouble is, our farmers hereabouts do not appreciate fully the value of liberal applications of the right sort of fertilizers. They need to know the experience of others engaged in this work under less favorable soil conditions, which is one of the objects of this meeting. Along the Illinois Central Railroad, in Eastern Louisiana, a study of the truck industry there is the lesson we want to know, and the inspiration we ought to have. That is a poor uninviting piney woods soil; the last place one would naturally choose for profitable farming of any character, and results in truck growing there are almost beyond belief. Lands there worth \$1 and \$2 per acre 15 years ago are now worth \$50, and even as high as \$100 per acre, and all because of proper use of fertilizers."



DEMONSTRATION OF WORKING OF THE EASTMAN NOZZLE.



ICE ELEVATORS

— FOR —

Filling Houses

— FROM —

Water or Platform

**HEADQUARTERS FOR
Ice-Handling
Machinery
and Tools**

CATALOGUE

**GIFFORD BROS.
HUDSON, N. Y.**

ICE AND REFRIGERATION

CORPORATION NEWS.

Crystal Plate and Ice Company, Frederick, Md.; capital, \$25,000. Casper E. Cline, Geo. W. Heinlein and others, incorporators.

Ice Cream and Butter Company, La Crosse, Wis.; capital, \$5,000. John C. Burns, J. I. Bamb and others, incorporators.

People's Ice Company, Saratoga Springs, N. Y.; capital, \$15,000. Bernard Vrummer, John P. B. Haberton and others, incorporators.

The firm of Meffert and Taylor, Ocala, Fla., has incorporated under the name of Ocala Manufacturing Company, and is erecting an ice factory.

Consumers' Light and Ice Company, Valdosta, Ga.; capital \$85,000. George W. Beckett, Savannah, Ga., has organized the company.

Bunkie Ice Company, Bunkie, La.; capital \$25,000. G. W. Sentell, president; C. J. Pope, vice-president and manager; W. D. Haas, secretary.

Union Springs Ice and Cold Storage Company, Union Springs, Ala.; capital \$7,000. A. W. Oliver, president and general manager.

Ballinger Light and Ice Company, Ballinger, Texas; capital \$10,000. Milton C. Brandon and others, incorporators.

Camden Ice and Coal Company, Camden, Ark.; capital \$30,000. Jeff. Hicks, president; J. G. Terrell, vice-president; John M. Stinson, secretary; J. R. Carroll, treasurer.

A company has been incorporated in Albany, N. Y., to make ice; capital \$50,000. Edward D. Cutler, president; Albert L. Rohrer, vice-president; Vedder Niagee, treasurer; Arthur P. Rainey, secretary.

Rockwood Ice and Bottling Company, Rockwood, Tenn.; capital \$10,000. T. A. Wright, T. W. Tarwater and R. H. Wilson, incorporators.

Deronda Creamery Association, Deronda, Wis.; capital \$1,000. E. H. Olson and others, incorporators.

Holland Patent Milk and Creamery Company, Utica, N. Y.; capital \$10,000.

West Chazy Creamery Company, West Chazy, N. Y.; capital \$30,000. William McGauley, D. F. Rooney and others, incorporators.

Downsville Co-operative Creamery Company, Downsville, N. Y.; capital \$10,000. C. E. Hulbert, E. E. Conlon and others, incorporators.

Copeland Ice Company, Waltham, Mass.;

capital \$50,000. Fred. A. Larcom, president; Wilson F. Libbey, treasurer.

Fort Plain and Otsquayo Valley Creamery Company, Fort Plain, N. Y.; capital \$35,000. Frank W. Bauser, president; David Watts, vice-president and manager.

Arthur Creamery Company, Arthur, Wis.; capital \$3,000. James Harris and others, incorporators.

Mansfield Pure Milk Company, Mansfield, O.; capital \$10,000. R. W. Hartman and others, incorporators.

Assyria Creamery Company, Lansing Mich.; capital \$5,000, has been incorporated.

Union Star Cheese Company, Wolf River, Wis.; capital \$2,000. Carl Dorow and others incorporators.

NEW PLANTS.

Louisville, Ky.—Ice factory and large cold storage plant will be erected. John Rohrmann is the general manager.

Spokane, Wash.—Hazlewood Creamery Company will build one of the largest ice cream creameries in the West, in Portland, Ore.

Schenectady, N. Y.—J. G. Glover, Brooklyn, N. Y., is architect for the new cold storage plant. \$50,000 will be expended.

Norfolk, Va.—R. H. McPherrin is erecting an ice factory. Henry Vogt Machine Company, Louisville, Ky., has the contract for machinery.

Starkville, Miss.—Henry A. Beattie want addresses of makers of ice machinery.

Ballinger, Texas.—Ballinger Light and Ice Company wants bids on engines, pumps, shafting, belts, ice machinery and fan outfit.

Savannah, Ga.—George W. Beckett has organized a company to build a gas and ice plant. Bids are wanted at once.

Denison, Texas.—A cold storage plant will be built.

Frederick, Md.—Crystal Plate Ice and Cold Storage Company will build at once an ice factory and cold store.

FIRE AND ACCIDENT RECORD.

Mason City, Ia.—McAuley Brothers Cold Storage plant was burned on Jan. 27. Loss \$5,000.

Lynn, Mass.—Ice house owned by Independent Ice Company was burned Jan. 29. Loss \$20,000.

GIANT INSULATING PAPERS

STANDARD FOR EIGHTEEN YEARS



POSITIVELY SUPERIOR TO ALL
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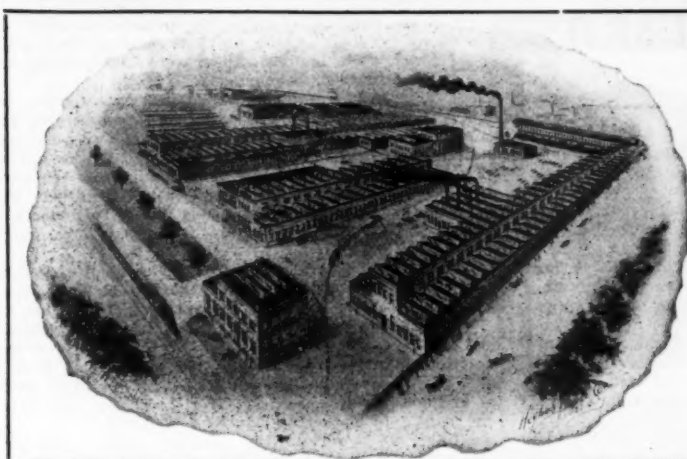
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CHICAGO OFFICE.
188-190 Madison Street

100 William Street
NEW YORK



Henry Vogt Machine Co.

**ICE and REFRIGER-
ATING MACHINERY**

Louisville, Kentucky.

Saginaw, Mich.—Croswell Egg & Produce Company lost its cold store by fire on Jan. 17. Loss \$8,000.

Springfield, Ill.—Plant of the Pure Ice & Cold Storage Company has been burned. Loss \$65,000.

Cove Forge, Pa.—Ice house of the United Ice & Coal Company was destroyed by fire on Jan. 18. Loss \$30,000.

Galesburg, Ill.—Fire damaged the plant of the Artificial Ice Company. Loss \$1,500.

ICE NOTES.

The new ice plant of the Smith Packing and Ice Company in Champaign, Ill., is completed and in operation.

American Refrigerator Transit Company has ordered 1,000 refrigerator cars.

A fully equipped cold storage plant is being constructed by A. Booth & Company in Astoria, Ore.

There has just been completed in North Yakima, Washington, one of the best equipped ice manufacturing and cold storage plants in the State. The owners are J. A. Hawks and J. L. Hughes, who came here from Atwood, Ill. The total cost of the plant will be \$25,000. It has an ice freezing capacity of 30 tons per day and is equipped with the best machinery. The cold storage space is 60,000

cubic feet. The company will furnish ice for all the towns in the Yakima Valley.

The People's Market in Sandusky, Ohio, owned by George Knapp, has a new cold store which is equipped with all the latest appliances for keeping and handling meats and perishable products.

The Bridgeport Ice Company, Bridgeport, Conn., has been absorbed by the Naugatuck Valley Ice Company of that city.

FRESH AND COLD STORAGE BUTTER.

The importance of preservation in cold storage of perishable products has probably never been more emphatically shown than during the last two months in the conditions which have existed in the butter and egg markets. A liberal putting into the cold store rooms of butter during the last summer has provided a supply for consumption, and in spite of a shortage in production during the last two months the market has been held at a price hitherto unknown at this season of the year. The consumer has benefited by these conditions, and to-day held butter is sold on the market at a price approximating that quoted for fresh creamery.

The result of this situation developed an increased trade during the last week, and has led to a fair demand not only in local, but also in out-of-town trade. In this case the consumer practically controls the market, and the present holdings of butter in cold storage is a most important factor. In New York it is estimated that the cold storage butter approximated 142,600 packages. The limited receipts of fresh butter have caused the price to slightly advance during the last week, and a liberal movement of held creamery has come from the cold stores.

The market on February 4 was strong and extras were quoted at 23½c., with a slight advance for choice lots. Fancy held creamery was quoted at 20½c. at wholesale. Prices in New York: Creamery extras, 23½c.; do firsts, 21@23c.; do seconds, 17@20c. Creamery held, extras, 19@20c.; do firsts, 17@18½c.; do seconds, 15@16c.; do thirds, 14@14½c. State dairy, firsts, 18@19c.; seconds, 15@17c. Western factory held 13@14½c.; packing stock held, 12½@14c.

In Boston there was also a slight advance in the best grades of both fresh and held creamery, and the general condition of the market was better than in previous weeks. Consumption was increased and a greater

quantity came from the cold stores. Prices: New Hampshire extra creamery, 22½@23c.; storage creamery, 21½c., and in some instances 22c. Stock in cold storage reduced 10,381 tubs, leaving a balance of 144,700 tubs as compared with 110,303 tubs at the same date last year.

In Philadelphia the market also advanced ½c., on account of a falling off in receipts of fancy creamery. There seems to be a greater supply of held creamery in the coolers and the prices were correspondingly lower. Western creamery, extras, 23½c.; do firsts, 21½@22½c.; do seconds, 17@19c. Held creamery, 16@20c.

In Chicago the market has been firm at 23c., and any attempt to lift the price met with an immediate call for the cold storage article.

FRESH AND REFRIGERATOR EGGS.

Only because an insufficient supply of eggs was put in the coolers during the storage season, the price has advanced and supplies of fresh stock have to be depended upon for consumption. Again, the severe weather in the Southern section has caused a limited production. (Continued on page 31.)

**NEPONSET
AND
LAMINOID
INSULATING
PAPERS**

F. W. BIRD & SON - ESTABLISHED 1817
EAST WALPOLE, MASS. - NEW YORK - CHICAGO

W. H. BOWER, General Manager. GEORGE R. BOWER, Secretary and Treasurer.
**The AMMONIA CO.
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Gray's Ferry Road and Twenty-ninth Street
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**MANUFACTURERS & DISTILLERS
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AMMONIA OF OUR OWN
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FOR REFRIGERATING AND
ICE MAKING
INQUIRIES INVITED

Stocks Carried in Principal Cities

PROVISIONS AND LARD

Weekly Review

All articles under this head are quoted by the bbl., except lard, which is quoted by the cwt., in lbs., pork and beef by the bbl., or tierce, and hogs by the cwt.

Sharply Advanced Prices—Bullish Sentiment—Widened Speculation, Covering Grain as Well as Hog Products—Outsiders Liberal Buyers—Only Moderate Additions to Accumulations of the Products—Active Consumption.

The entire list of food products has had a strong swing upward, based upon supplies and demands, and the turning of the public to speculation in them, as well as through the war news.

Grain has led in attention, and has been more sensitive in rising prices than the hog products, although a substantial advance has been made for the latter, as encouraged by the sentiment over the grain markets.

But the hog products markets have substantial direct features in supplies and demands.

It has been contended by a portion of the trade that the packers were against substantially advanced prices, and that the public had, possibly, got the market away from them. But it has been observed on the climbing tendency that the packers were often free buyers, and especially upon those days when the hog receipts were under estimates.

The May option of the hog products has been almost exclusively dealt in by the speculators, and the "long" interest in it is materially increased.

While the prices of the grain and hog products had been advancing up to Wednesday upon the merits of statistics, in conjunction with the larger outside speculation in

them, yet they received an impetus in Wednesday's trading by reports concerning the Russo-Japanese trouble, which had circulation first in Chicago, that "war could not be averted."

It is quite likely that some portion of the outside speculation in grain and hog products has been had from people who have had recently dampened enthusiasm in the cotton market, and as quitting deals in it, have turned their attention to food products.

The hog products have substantial features in the good absorption of productions of both meat and lard, and the much less stock of them than usually looked for in the winter packing period. Moreover, the continued poor feeding of hogs, and the light weights of them arriving at the packing centres tend to confident views over the prices of the products.

The Chicago stocks of the products announced on February 1 were decidedly under trade expectations concerning them, however larger they were than on January 1. Thus the stock was 19,713 barrels regular pork, against 16,837 barrels January 1; 32,778 barrels other pork, against 29,357 barrels, respectively; 16,760 tierces contract lard, against 10,336 tierces January 1; 15,235 tierces other lard, against 9,633 tierces January 1, and respectively 26,958,273 pounds, and 29,481,051 pounds ribs, while the world's visible supply was 176,174 tierces lard against 147,328 tierces January 1, and 152,371 tierces February 1, 1903.

At Chicago in January there were 949,335 hogs received, against 887,608 in the previous year, but the average weight of the hogs this year was 206 pounds, against 208 pounds in the previous year.

The weight of the hogs at Chicago last

week was only 204 pounds, against 206 pounds in the previous year; corresponding week in 1903, they were 209 pounds, and in 1902, 204 pounds.

The previous two years' moderate hog weights, at this period of them, were by reason of the short corn crop of two years ago. And this year the poorly cured corn crop, and the loss in volume of it in the seven principal consuming States, together with the more advantageous prices, to farmers, of the grain leads to the present light weight hogs.

There are traders who contend that hogs will be of materially heavy average weights at some time in the spring months when the corn crop is in better condition for feeding.

But it would be hard to understand that farmers would feed corn more freely than at present, with the outlook for the grain prices favoring selling interests. It now pays better to market than to feed the grain.

Moreover, the farmers realize this year that there is a broader, more general market for their grain than hog supplies, and that there is less competition in buying hog supplies this year than in former seasons, and by which they are at a relative disadvantage.

On February 4 of last year May corn in Chicago was 44 $\frac{1}{2}$ ¢; this year, on the corresponding date it was at about 55 $\frac{1}{2}$ ¢, although at one time of the day to 56 $\frac{1}{2}$ ¢. As the prices of hogs are now decidedly lower than in the previous year at the same time, and corn fully 10 $\frac{1}{2}$ ¢ per bushel higher than then, the reason is brought out clearly for the prompt moving of the hog supplies out of farmers' hands and the reluctant feeding of the corn.

There are some traders reasoning upon these lines: that the light weight hogs mean that there is not a large supply of hogs in the country; but we think that there are plenty of pigs back steadily coming up to marketable condition, and that there is every prospect of very fair supplies of hogs right

The W. J. WILCOX
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Green Calfskins, Country Hides, Sheep
Pelts, Tallow, Bones.
Wool Puller and
Tallow
Renderer
Manufacturer of
Page's Perfected
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along, but which will be marketed promptly, rather than held for full feeding; therefore our expectations are of a considerable loss of production by the time the active packing season winds up, as against the belief that had been held in the fall season by many of traders of full weight hogs for the winter packing season. And while the prices of the products have been advancing this week there has been, as well, occasionally improved prices for hogs.

The speculation, as a whole, ventures for only moderate profits on hog profits, and it does not have the confidence for a long pull, as it fears that packers may upset the market upon it at any time when there are sudden increases in the receipts of hogs.

New York stock, 9,472 tierces lard, against 9,296 tierces January 15.

New York has had sales of 400 tierces city steam lard for export at 6½c., and 200 tierces at 6¼c., with now 7c. asked. It has sold 1,250 tierces Western steam lard on private terms (quoted at about \$7.80 for Chicago to arrive here, and less money for outside lots). The compound lard is fairly active at 6¼c. for car lots. Mess pork has sold at \$14.75 to \$15.50 for 300 barrels for export; short, clear at \$14.50 to \$16.50 for 200 barrels. Family pork at \$15@16. City meats have sold for 40,000 pounds pickled bellies at 7½c. for 12 pounds average, and 7¼c. for 14 pounds average; 35 boxes bellies, 10 pounds, at 8c.; 2,000 pickled shoulders at 6c.; 3,500 pickled hams at 9¼@10½c.; green bellies, 7¼@8c.; green hams, 9½c.

Exports for the week from Atlantic ports: 4,178 barrels pork, 16,948,037 pounds lard, 14,341,172 pounds meats; corresponding week last year: 4,538 barrels pork, 13,436,702 pounds lard, 12,525,451 pounds meats.

BEEF.—A stronger market. Low grades are scarce. England has been taking moderate quantities of city tierced India mess, which is quoted at \$14.50 to \$16.50; barreled extra mess, \$8; packet, \$10; family, \$11@11.50.

(Continued from page 29.)

tion. The consumer refuses to buy at exorbitant prices, with the result that consumption has materially lessened during the last week and the price has been kept down. During January receipts in New York of fresh eggs were lighter than in many years past. Last year the eggs came out of the refrigerators to the amount of 44,000 in January and prices ranged from 22@29c., while this year the range was from 29@38c. On February 4 the market was strong and prices in New York were quoted: Nearby fresh gathered, extras, 33c.; do seconds to firsts, 30@32c. Western fresh gathered, firsts, 32c.; do seconds, 30@31c.; Kentucky, fresh gathered firsts, 32c. Southern eggs, fresh gathered, firsts, 31@32c.

In Boston prices fluctuated throughout the week owing to short supply, and prices the first of the week were quoted 35@37c.; seconds, 33@35c. Here again the high prices reduced the demand. Only 800 cases were reported in the refrigerators and receipts of fresh eggs were quoted at 32,243 cases as compared with 37,728 cases for January last year.

In Philadelphia receipts were light during



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FANS AND BLOWERS FOR ALL PURPOSES

CATALOGUES ON REQUEST

AMERICAN BLOWER CO

NEW YORK

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CHICAGO

LONDON

the first of the week and prices ranged from 32@36c. The market was quiet and prices were quoted, at 32c. at mark. Southwestern 31@32c. at mark, and Southern 30@31c. at mark.

In Chicago on February 4 the market was firm, extras were quoted at 30½c.; prime firsts 29c. Refrigerator eggs were not to be had at any price.

HIDES AND SKINS

(Shoe and Leather Reporter.)

CHICAGO.

	1904.
Native steers, spready.....	12½@13
Native steers, heavy.....	@11
Native steers, light.....	@10
Texas steers, heavy.....	@11½
Texas steers, light.....	@10¾
Texas steers, ex. light.....	@9½
Butt-branded steers.....	@10
Colorado steers.....	@10
Native cows, over 55 lbs.....	@10
Native cows, under 55 lbs.....	@9½
Branded cows.....	@9½
Native bulls.....	@9
Branded bulls.....	@7¾
Pates, per 100 lbs.....	@85
Trimnings, per 100 lbs.....	@75
No. 1 heavy steers.....	@9¼
No. 2 heavy steers.....	@8¼
Side-branded steers, flat.....	8 @9¼
Side-branded cows, flat.....	7½@8¼
No. 1 heavy cows.....	@8¾
No. 1 buff hides.....	@8½
No. 1 ex. light hides.....	8¼@9
No. 2 buff hides.....	@7¾
Bulls, flat.....	@7½
No. 1 calfskins.....	12¼@13¼
No. 1 kips.....	10¼@10½
Deacon skins, each.....	65 @85
Slunks, each.....	40 @60
Horsehides, each.....	3.55@3.60

Sheep Pelts.

Green salted pelts, p'ker lambs.....	1.25 @1.32½
Green salted packer sheep.....	1.42½@1.50
Green salted country pelts.....	85 @1.25
Dry pelts, Montana, butchers' full woolled.....	.12 @12½
Dry pelts, Utah butchers' full woolled.....	.11¼@12
Dry pelts, Wyoming butchers' full woolled.....	@12
Dry pelts, Colorado and New Mexico, butchers' fair run...	@11

Dry flint shearlings, good stock.....	.10½@11
Dry flint shearlings, damaged..	3 @7
Dry murrains, Montanas and Utahs.....	.12½@12¾
Dry murrains, Colorados.....	.11 @12

BOSTON.

Dry—Selected.

California.....	.21@25..19 @—
Southern.....	.13 @14
San Antonio.....	.18 @—
Texas.....	.21@23..17 @17½

Salted.

Brighton abattoir steers.....	9¼@—
Brighton abattoir steers, butt-branded.....	8¼@—
Brighton abattoir cows.....	8½@—
New England cows, green.....	6 @6¼
New England cows, salted.....	8 @8½
New England steers, salted.....	9 @—

Wet Salted.

Southern.....	.35@40..7½@—
Texas ox and cow.....	.60@70..7¼@—
Western cows.....	8½@8¾
Western seconds.....	7¾@—
Extremes.....	9 @—
Extremes, seconds.....	8 @—

Calfskins.

Dairy.....	55@60
4 to 5 lbs.....	75@80
5 to 7 lbs.....	90@95
7 to 9 lbs.....	1.20@1.25
9 to 12 lbs.....	1.55@1.65
12 to 16 lbs.....	1.75@1.80
16 to 25 lbs.....	2.10@2.20

NEW YORK.

Selected.

City natives—60 lbs. and over....	@10¾
City butt brands—60 lbs. and over....	@9¼
City Colorados—60 lbs. and over....	@9½
City bulls—all weights.....	8¼@—
City cows—all weights.....	9 @9¼

City Calfskins.

5-7.....	\$1.12½@1.17½
7-9.....	1.42½@1.47½
9-12.....	1.67½@1.72½

Country Calfskins.

5-7.....	\$1.00@1.05
7-9.....	1.30@1.35
9-12.....	1.60@1.65

TALLOW, STEARINE, GREASE and SOAP

Weekly Review

TALLOW.—The markets over the country have been without especial significance for the week. They have shown less demand; but the diminished inquiry has been more because the soapmakers had loaded up well with supplies for a few days before, and had cleaned up the accumulations; therefore, in the more recent period have been waiting for more marked holdings in packers' hands.

While some of the traders are inclined to look upon the situation as a somewhat slack one, we think the idea has been had more because of the less business. To us the situation looks strong.

It is clear that the soapmakers have fought any advance over 5c. for city, hhds., or over 5½¢@5¾¢. for prime packers, in Chicago, and that they are quieter at the moment at the West, even at the figures, although some large sales have been made in New York at 5c. Nevertheless, it would be hard to understand why tallow should be easier in price in face of the developments of the pure lard market, the strong position of prices and moderate production of cotton oil and the high line of prices for palm oil and coconut oil.

It is true that there is little doing in the tallow for export, and that the foreign markets are tamer, with the London sale on Wednesday at 6d. decline, at which only one-quarter sold of the 1,000 casks offered, and that England, as well as the Continent, is likely to be quiet over the tallow supplies in the period, about to begin, for large marketings of foreign soapmaking oils.

But it is considered that tallow in this country must supply, this season, demands that in the former year were distributed freely to palm oil and cotton oil, that tallow, even at the current prices for it, is alongside those for cotton oil, while that there is usually a difference of ½¢. in the trading

price as favoring tallow. Moreover, that the soap trade of the country is very good, and that there is as active a consumption of raw materials as in last year, while that it has to depend this season more largely than in the previous year upon tallow.

A deficiency of trading in tallow is noted only from the compound makers. The compound lard people bought tallow much more freely last year than they are likely to this season. But this falling off in demand does not equal in volume the increase of soapmakers' buying of the tallow. Oleo stearine is at a fairly reasonable price as compared with the cost of edible tallow, and which latter does not stand as relatively high as usual with other grades of tallow, because the compound makers are more freely using the oleo.

There was at mid-week large sales of city, hhds., covering 500 hhds., to the local soapmakers at 5c., and there are only 300 to 400 hhds. left for February delivery. The city in tierces would bring 5¼¢. Edible is quoted at 5½¢. for city.

Country made is fairly well sold up at strong prices, with 400,000 pounds taken for the week at 5@5½¢., as to quality, chiefly at 5½¢@5¾¢.

The West is at firm prices, and Chicago quotes at 5½¢@5¾¢. for prime packers, and at 5¼¢@5½¢. for city renderers.

OLEO STEARINE.—After the large sales of the previous week, which reacted 1,500,000 pounds here and in Chicago, as then noted, the market has been quiet. While there are very fair supplies still on offer, yet the pressers believe that with the higher lard market the stearine will soon be more freely wanted; therefore, they are not inclined to sell under 6¾¢., and have 6½¢. bid, in New York, while Chicago asks 6¾¢.

LARD STEARINE.—Higher lard should

give better prices for the stearine; but the trading is slow, and the situation somewhat nominal; quoted 8@8½¢.

OLEO OIL has become a little slack in Rotterdam. The consumption in this country is of fair volume. Stocks do not largely accumulate. Rotterdam quoted at 45@46 florins. New York, choice, 8¼¢.; prime, 6¾¢.; low grade, 5½¢.

GREASE.—Foreign markets have bought the low grades moderately. Home demands not active. Market firm. Yellow, 4¼¢@4½¢., and house, 4½¢@4¾¢.; "B" white, 5c.; fine white, 5½¢@5¾¢.

GREASE STEARINE holds up well in price; moderate stocks; yellow at 4¾¢@5c.; white at 5¼¢@5½¢.

CORN OIL.—Consumption is steadily larger. Strong market. Quoted \$4.05 to \$4.25 for large and small lots.

PALM OIL still scarce and strong in price. Red, 6¼¢@6½¢.; Lagos, 6¼¢.

COCOANUT OIL continues in sellers' favor. Ceylon, spot, 6½¢@6¾¢.; February to April shipments, \$5.87½¢@6; Cochín, spot, 6½¢@6¾¢.; do. shipments, 6¼¢@6½¢.

NEATSFOOT OIL.—Market prices have not varied; only jobbing sales; 20 cold test, 97 @98c.; 30 cold test, 85@86c.; 40 cold test, 67c.; prime, 52@54c.; dark, 46c.

COTTONSEED STEARINE selling promptly at firm price. Quoted at about 5@5½¢.

LARD OIL.—There is a very fair demand for jobbing lots; prime quoted 62@63c.

PRODUCE EXCHANGE NOTES.

Memberships quoted at \$225.

Adolf R. Blum (flour) was proposed for membership by Frederick Faubel.

Visitors: H. C. Raynor, St. Louis; C. S. Winslow, C. A. Marchoth, A. W. Walker, William Beall, C. C. Colds, J. J. Silberhorn, Chicago.



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New York City**

COTTONSEED OIL

Weekly Review

THE NATIONAL PROVISIONER is an official organ of the Interstate Cottonseed Crushers' Association, and the official organ of the Oil Mills Superintendents' Association of the United States.

Continued Strong Situations.—Slightly Higher Prices—Moderate Supplies Offered with Reserve—Occasional Buying of Compound Makers—Export Inquiry Light and Wholly for Edible Qualities—Light Demands to Cover Short Sales.

There is but one line of features at present, and as leading up to stronger prices.

On any important demand it would be easy to carry both the mill and seaboard markets even higher.

The mills have secured a further advance of $\frac{1}{2}$ c. through the week, and not many sources are willing sellers at the current prices. Indeed, most of the mills are carrying small lots of the oil, and exhibit, in the extent of their production, a sharp contrast in offerings to the very fair supplies that were being produced even at this late period for last year.

While many of the traders have lingering hopes of a materially increasing production, nevertheless, from our advices in a general way and through deductions from the seed position and other influences and features, we continue to have the belief of a largely reduced oil production for the season as against the large volume made last year; and indeed think that the production will even fall sharply short of an ordinary season's volume of it.

It has, in our opinion, become a question as to whether enough oil will be produced to provide for home wants of it at around reasonable trading prices, and particularly if the home wants grow to the extent expected in the interest of the compound makers and soapmakers, under the seeming assured strong pure lard and beef fat positions.

The seed position is confounding to essentially all of the traders. Whatever the extent of the cotton crop, and even allowing for the most extreme inside estimates of the cotton yield, there should have been much more of a seed supply on offer unless the planters were indifferent over selling it at the prices that were offered by the mills, and as their opinions were influenced by the high prices for cotton and which latter feature would have led to the feeling among them of forcing higher prices for seed.

That the supposition of some of the mills is that seed could be much more freely had at materially higher prices for it is clear from talks with some of the principal oil

dealers. There are other mills, however, very doubtful that any prices that could with reason be offered for the seed would bring it out in large quantities in some of the States.

There is no question of a decided scarcity of the seed in the Carolinas, in Arkansas, in Tennessee and in some sections in the Mississippi Valley. But in some other States where the seed supply has been of fairly good volume, as, for instance, Texas, there is, as well, difficulty in getting sufficient needed quantities of the seed.

It does not appear that the speculators have been gathering up the seed for better control of its prices, as happens ordinarily over the South, as the speculative sentiment in the South this year is more than usual directed to cotton.

If the seed at this late period of the season is held freely in any section of the South, it is by planters themselves, and who are better able to take care of, as well as dictate prices for it than ever before.

But we do not believe that the seed supplies are sufficiently abundant anywhere to make out the more than indicated less than usual oil production for the season, and for the reason that the seed has gone more extensively than ever before into use by the planters.

There are traders with the opinion that seed supplies would have been had more freely if prices latterly had not been sharply advanced for them, that if the mills had been indifferent and had shown neglect of the seed market that there would have been less backwardness over selling.

In other words, these few traders think that the excitement among the planters over all of their products and which has been brought about by the more extensive speculation in cotton than ever before, might have been dampened over seed supplies if the mills within the last few weeks had not rushed in with offers of sharply higher prices for the seed supplies; but that now the planters, those having seed to sell, feel that the mills may be forced to pay extreme prices for the seed in order to make a more material oil production.

It is just possible, however, that the limit of high prices for the seed has already been reached; indeed, there is some talk that many of the mills will within a few days withdraw from the seed market at the current trading basis in it, and let the planters hold their supplies of seed, where they are being carried for the purpose of forcing a bullish sentiment over the seed that could be allied with that in the cotton market.

It is apparent then that in any contingency the extent of the oil production would suffer.

There is no reason why the current high prices for the seed should be met freely, as the oil markets, present and prospective, do not justify the seed prices.

The oil prices now are close to the outside prices of the previous year, when the outside prices for seed were from \$3 to \$5, per cheaper than those at present, and when seed in the early part of the season was contracted for extensively at a decidedly lower price, and which made the average price for the season then much more favorable to the mills than that of this year.

But it is claimed that the cotton oil may go higher and that whatever prices are now paid for the seed that there are expectations of a better profit for the seed products as the season advances.

There is little question but that the oil markets favor selling interests, and that unless the oil productions reach larger proportions than seem at present probable for them that there will remain a good deal of confidence over the oil prices.

But there would seem to be a limit for the oil prices. The manufactured goods compound lards, etc., are now closer than usual to the prices of pure lard, and because of the closer values of the compounds and pure lard demands run larger than in most seasons to the latter product, by which the consumption of cotton oil is modified, especially as against last season, although somewhat enlarged from that had latterly. It is likely that pure lard will reach a somewhat higher price; but any possible advance for it would not permit sufficiently high prices for the compounds to warrant sensational prices for cotton oil, however that for the oil the market may be even more than at present in favor of sellers.

Beyond question the consumption of the oil will this season be chiefly by the home trade, and notably the compound makers.

There is every reason to believe that the needs of the oil by the compound makers will be larger to the close of the season than they have been through the last four months.

Even now the compound lard business is increasing, and from the statistical position of pure lard and its probable stronger prices the consumption of the compounds will further grow, in a most decided way, in the spring months. The question is will pure lard reach a price to warrant a moderate advance in the prices of the compounds by which the compound makers could meet somewhat higher prices for cotton oil; and moderately higher prices for cotton oil would be a necessary outcome of increased demands

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for it, considering the probable production.

We have had faith in the higher lard market latterly, because it has been based largely upon supplies and demands. Just now there is wider speculation in it. The fact that the full receipts of hogs have not permitted a burdensome accumulation of the lard shows the liberal extent of its consumption. And while this pure lard is being freely consumed the compounds are as well taking increasing attention of consumers, although they are not in active demand.

There is a pretty considerable loss of production of pure lard because the hogs arriving at this packing centres show light weights on account of the poor quality of the corn in the principal producing States, and because it pays the farmer better to sell his corn than feed it; therefore the consequent hurried marketing of the liberal number of hog supplies of the country of immature weights. As the corn markets promise better prospects for the farmer than those for

hogs, which latter are decidedly lower in price than in the previous year, while the grain has a fully 10c. higher value than then, there is a belief that the hogs will continue to run of short weight for some time to come. This loss of lard production, as against expectations concerning it, in consideration of the large number of hogs in the country, in connection with the fact that there will be much less seed fats in this country than had been looked for should prove features for strong prices for both. But at the same time, because of the volume of hogs in the country, there is likely to be more lard produced this season than in the previous year, when the weight of the hogs was as well light, however less it is than expected; and this should prevent any extreme prices for the lard such as had in the previous year, however favorable the entire fat situation looks for selling interests, and especially as outside speculators are taking hold of it.

The cotton oil market may be said to offer the additional advantage to sellers by comparison with that of last season in that in the previous year the compound makers had bought the oil largely ahead and were fairly well protected against the exceptionally large business in the compounds; but that this year the policy has been with them to buy the oil only as against near needs; therefore that there must be buying right along by the compound makers, while the volume of this buying may become very urgent if the lard market comes up to some ideas concerning it.

The soapmakers have been picking up a few lots of the oil, necessarily taking the prime quality.

The large Western soapmakers have been as conservative in buying the oil as the compound makers.

The tallow market is a fairly firm one, and the supplies of the beef fat are closely bought up. A more liberal demand for cot-

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DALLAS, TEXAS.

ton oil from the soapmakers would come along only in the event of deficient supplies or higher prices for tallow. This would be clear from the current positions of tallow and cotton oil, which are essentially upon an equal trading basis, while tallow, of course, has more substantial use, and is in most seasons about $\frac{1}{2}$ c. per pound above the price of cotton oil.

Many of the Southeast mills have had bid them this week $30\frac{1}{2}$ c. for crude, in tanks, while asking 31c., and even more money. Some of the mills decline to sell except at an arbitrary price even for prompt deliveries, while for future deliveries they are markedly against selling. This stronger sentiment followed the gathering up of a fair quantity of the crude, as noted in the previous week.

There has been some demand in New York this week for the oil to cover short sales. New York has sold 500 barrels prime yellow, in lots, at $37\frac{1}{4}$ c., and even 38c. for lots; 300 barrels do., February, at 37c.; 600 barrels do., at $37\frac{1}{4}$ c. and 500 barrels do., at $37\frac{1}{2}$ c., now at $37\frac{1}{2}$ c. bid; 400 barrels do., March, at $37\frac{1}{2}$ c.; 1,300 barrels do., at 38c., now at $38\frac{1}{4}$ c. bid; April has $38\frac{1}{4}$ c. bid; 1,200 barrels do., May, in lots, at $38\frac{1}{2}$ c.; 1,000 barrels do., at $38\frac{3}{4}$ c., now 39c. asked and $38\frac{3}{4}$ c. bid; 40 tanks bleaching, prompt, $35\frac{1}{2}$ c.

The Hull (Eng.) market is a trifle better for the week; quoted at 19s. 3d.

There has been a little demand for edible oil in New York from the north of Europe at the outside prices of the previous week. No export demand for soap grades here. The feature continues of Marseilles reselling some of its cotton oil contracts at fractionally less prices than the lay down cost of the oil from this country; and because Marseilles is on the eve of liberal supplies of sesame and of some other oils. White is quoted at 40c., and winter yellow at 41c.

COTTONSEED OIL SITUATION.

(Special Letter to The National Provisioner from Aspegren & Co.)

Since our last circular, January 28, market continued unchanged for several days with rather an easier feeling for spot and nearby deliveries. Quite a little oil was tendered on February 1 and February 2 against February contracts, and this oil pressed somewhat on the market. The best price that local buyers are willing to give was 37c. and quite a little oil was sold at that figure. Yesterday, however, the market suddenly developed great strength, partly in sympathy with the advance in lard. February oil advanced about $\frac{1}{2}$ c., and March advanced from 1c. to $1\frac{1}{4}$ c. above the best bids of the day before. April and May showed an advance of about $\frac{1}{2}$ c.

The European demand is still entirely absent. In fact, several of the markets in

Europe continue to make use of the advance here to sell back purchases made at a lower price earlier in the season.

There has been a fair business done in crude oil, quite a good quantity having been sold the last few days at about $30\frac{1}{2}$ c.

We quote to-day as follows: Prime summer yellow cottonseed oil, February, $37\frac{1}{4}$ c. asked and $37\frac{1}{4}$ c. bid; do., March, $38\frac{3}{4}$ c. asked and $38\frac{1}{4}$ c. bid; do., April, 39c. asked and $38\frac{1}{2}$ c. bid; May, $39\frac{3}{4}$ c. asked and $39\frac{1}{4}$ c. bid; prime winter yellow cottonseed oil, $40\frac{1}{2}$ c.; prime summer white cottonseed oil, $40\frac{1}{2}$ c.; Hull quotation of cottonseed oil, 19s. 6d.; prime crude oil in tanks in the Southeast, 31c. asked and $30\frac{1}{2}$ c. bid; do. in Mississippi Valley, 31c. asked and $30\frac{1}{2}$ c. bid; do. in Texas, $30\frac{1}{2}$ c. asked and $29\frac{1}{2}$ c. bid.

OUR EXPORTS TO RUSSIA.

Exports from the United States to Russia in the year just ended aggregated practically \$20,000,000. This is more than double the amount of our exports to Russia in 1901, the year in which duties were advanced upon merchandise from the United States entering Russia, and is also double the average for many years preceding that date. Imports from Russia have also greatly increased since that time. In 1903 they were \$10,907,315, against \$7,263,874 in 1901. Thus the total commerce between the United States and Russia in the calendar year 1903 exceeds \$30,000,000, and is double that of 1901, the year in which such alarm was felt with reference to our commerce with Russia, and is three times as great as in 1893. This increase in the trade with Russia is especially marked when compared with the growth in trade with other European countries. The chief growth in our exports to Russia, in the two years in question, has been in cotton, agricultural implements, copper and its manufactures, and naval stores. In iron and steel there has been a slight reduction, and in flour a considerable reduction.

The "Deutsche Tageszeitung" puts the following question to its readers: "Are the German people in a position to consume the meat produced by the German 'agriculturists'?" Since the newspaper quoted must be decidedly agrarian it seems rather to be a question, whether the meat produced is sound, or the price asked for it inflated.

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LIVE STOCK REVIEWS

CHICAGO.

(Special to The National Provisioner from the Bowles Commission Company.)

CATTLE.—Receipts of cattle the first three days of this week, 35,895, against 40,730 the same period last week, showing a decrease of about 5,000 head. The supply of cattle the last half of last week was unusually heavy, and the advance of 10 to 25c., which was scored at the opening of last week, was more than lost on a decline of 25 to 35c. per cwt. during the closing days of the week. The break was due to several causes, the principal of which was the unusually heavy receipts and the fact that Eastern railroads were badly handicapped in their operations and Eastern shippers were unable to transact more than about 50 per cent. of the full amount of business—leaving the larger percentage of cattle to be absorbed by the packers and local buyers. Official receipts Monday were 24,324, and with the car situation still bad, the market opened steady at last week's decline, but late sales were dull and fully 10c. lower. Best cattle sold at \$5.45 for one load of Herefords averaging 1,237 lbs. A liberal number of strong-weight cattle sold from \$4.85 to \$5.15, and bulk of the medium to good steers went from \$4.15 to \$4.65. Good 1,250 to 1,450-lb. steers sold largely from \$4.50 to \$5. Exporters bought fairly good cattle down to \$4.40. A good many plain light steers sold from \$3.50 to \$4, and inferior light killers down to \$3. Butcher stock ruled steady, and a few fancy cows and heifers sold at \$3.75 to \$3.90. Bulk, \$2.90 to \$3.30. Fair beef cows, \$2.35 to \$2.75. Canners and cutters, \$1.10 to \$2.65. Veal calves principally \$6.50 to \$6.75 for good kinds; tops, \$7. Poor to fair lots, \$5 to \$6. Heavy veal calves largely \$3.50 to \$4.25. Stockers and feeders in fairly liberal supply and the market steady. The inquiry was principally for the better kinds. Choice selected feeders sold from \$4 to \$4.15. Bulk of the trading, \$3.40 to \$3.75. Common grades, \$2.50 to \$3. Receipts Tuesday, 2,371. Market was steady at Monday's quotations, prices showing a decline of 40 to 50c. from a week ago. Estimated receipts to-day, 9,000, being the lightest Wednesday's receipts for a long time past. The market responded quickly, and prices advanced fully 10 to 25c. all kinds of cattle sharing in the advance. Severe snowstorms are reported in the northwest, and present indications point to a light movement of cattle and stronger markets the balance of this week.

HOGS.—Receipts of hogs the first three days this week, 97,202, being about 19,500 less than the same period last week. The market at the opening of the week declined 10 to 15c. on heavy receipts. Top hogs Monday sold at \$5. Bulk of the hogs \$4.60 to \$4.70 for mixed packing grades. Estimated receipts to-day, 22,000. Market opened active and fully 10c. higher in sympathy with the sharp advance in provisions Tuesday. Best hogs to-day sold at \$5.15, and bulk of the mixed packing hogs from \$4.90 to \$5. Light hogs have been in heavy supply this week, and have met with very poor demand. Most of the mixed and selected light bacon weights selling from \$4.50 to \$4.65. The late market was decidedly weak and practically all of the early advance was lost, but the bulk of the hogs changed hands on the early market at advanced prices.

SHEEP.—Receipts of sheep the first three days this week, 57,580 being about 2,500 less than the same period last week. There has been a tendency towards a gradual decline in the sheep market until to-day, when we had very light receipts in this branch of the trade as well as in all others. The market recovered a little on some of the better grades. Best lambs are selling 5 to 10c. higher from the close yesterday. Prices are fully 15c. lower than the close of last week. Choice wethers are to-day in moderate supply, with a fair demand at \$4.25 to \$4.35. Bulk of the offerings have been westerns. Native have been rather scarce, and quality and fat only fair to good. Feeders in active demand. Very few coming.

KANSAS CITY.

(Special to The National Provisioner.)

CATTLE.—Receipts this week were 29,100; last week, 40,300; same week last year, 37,000. Demand has been curtailed this week on account of continued shortage of cars to move dressed product. The shortened supply has fortunately prevented any declines that might have occurred had runs been normal. The best beef steers are 10 to 15c. higher than at the close of last week, and cows and heifers are 15 to 25c. better. Top steers brought 5c. Stockers and feeders met with better demand this week, but prices are about steady with the close of last week. Veal calves are strong at \$6.50 for the best.

HOGS.—Receipts this week were 43,500; last week, 42,800; same week last year, 37,600. Hogs advanced after Monday for two days, but are lower yesterday and to-day. The top to-day is 5c. The bulk of all sales was \$4.70 to \$4.90. Packers are paying attractive prices for their droves again, attempting to draw more hogs, but receipts do not increase materially. The bulk of sales here yesterday was 10c. above Chicago.

SHEEP.—Receipts this week were 17,400; last week, 20,500; same week last year 14,200. Sheep have shown a weak tendency for some time, and made further losses of 10 to 20c. the past week. Receipts have let up on account of declines. The most loss is on lambs and yearlings. The market ruled steady yesterday and to-day at following quotations: Lambs, up to \$5.60; yearlings, \$4.75; wethers, \$4.25; ewes, \$3.85.

HIDES are unchanged. Green salted, 7c.; dry flint butcher, above 16 lbs., 14½c.; fallen, 13c.; under 16 lbs., 12c.; glue, 7c.; sheep pelts, 9½c.

Packers' purchases for the week were:

	Cattle.	Hogs.	Sheep.
Armour	4,555	15,294	3,527
Cudahy	4,124	8,687	2,643
Fowler	1,359	3,866	717
Ruddy	388	286	243
Schwarzschild	3,449	6,350	3,567
Swift	5,509	8,429	5,447

CATTLE SLAUGHTERED.

Special reports to The National Provisioner show the number of cattle slaughtered at

the following centers for the week ending January 30:

Chicago	45,126
Omaha	14,781
Kansas City	22,145
St. Louis	12,987
Cudahy	454
Sioux City	1,717
Wichita	247
Cincinnati	4,821
Louisville	1,175
New York and Jersey City	8,331
Fort Worth	5,489
Buffalo	6,450

HOGS SLAUGHTERED.

Special reports to The National Provisioner show the number of hogs slaughtered at the following centres for the week ending January 30:

Chicago	173,182
Omaha	46,655
Kansas City	42,186
St. Louis	32,647
Cudahy	13,179
Sioux City	11,820
Ottumwa	13,956
Cleveland	14,250
Cedar Rapids	18,135
Wichita	9,010
Nebraska City	7,382
Cincinnati	20,213
Indianapolis	15,422
Louisville	5,900
New York and Jersey City	42,284
Fort Worth	4,749
Buffalo	46,750

SHEEP SLAUGHTERED.

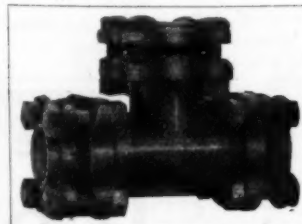
Special reports to The National Provisioner show the number of sheep slaughtered at the following centers for the week ending January 30:

Chicago	70,671
Omaha	27,957
Kansas City	18,950
St. Louis	7,676
Cudahy	240
Sioux City	23
Wichita	26
New York and Jersey City	19,523
Cincinnati	1,197
Fort Worth	664
Buffalo	54,000

MANY FATAL ACCIDENTS

HAVE RESULTED FROM USING AN INFERIOR GRADE OF FITTINGS. TRY JUST ONE OF OUR STEEL FITTINGS AND BECOME CONVINCED OF THEIR ECONOMY. SEND FOR OUR NEW CATALOG D.

REFRIGERATING
MACHINERY



EXPANSION
PIPING

THE TRIUMPH ICE MACHINE CO.

CINCINNATI, OHIO, U. S. A.

NEW YORK: Geo. M. Langdon, 39 Cortlandt St.
ST. LOUIS: Victor Mfg. Co., 306 Gratiot St.
NEW ORLEANS: Walter A. Taylor, 643 Tchoup-toulas St.

SEATTLE, WASH.: Refrigerating Machinery Co.
Walker Bldg.
KANSAS CITY: C. A. Burton, 306 Delaware Street



CHICAGO SECTION



T. J. Connors, of Armour & Company, has been called to Boston on important business for the firm.

W. B. Allbright, of Allbright-Nell Company, returned from the East after a most eventful and successful business trip.

Chicago received 1,620,432 head of live stock during January—the largest number on record for that month—valued at \$25,700,000.

The N. K. Fairbank Company reports world's lard stocks on February 1 at 176,000 tons, compared with 147,000 a month ago, 152,000 a year ago and 208,000 two years ago.

E. B. Merritt and W. T. P. Wardrup, respectively, managers of the advertising and canning departments of Armour & Company, went East last Saturday on business for the firm.

O. P. Hurford, the inventor and patentee of the Hurford Hog Hoist, is now in Cincinnati negotiating with the Cincinnati Butchers' Supply Company for the manufacture, sale, etc., of the Hurford Hog Scraper.

George J. Brine, of Armour & Company, was detained at home a large portion of last week. Due to exposure to the very cold weather, Mr. Brine contracted a cold which assumed the form of nasal hemorrhages.

Stocks of provisions on hand at Chicago are 3,165,000 lbs. more than on December 31, and 24,537,000 lbs. more than one year ago. Total amount is about 152,187,000 lbs., against 139,022,000 lbs. one month ago and 127,650,000 lbs. one year ago.

The differences between the car workers and the packers of the Union Stock Yards have been settled without any resort to strike methods. Credit for this is due to George Golden, who refused to become involved in the dispute which did not involve his organization.

The proposed food fiesta at which it was intended bringing out something entirely new in the pure food line has been postponed indefinitely. Secretary Spalding, of the Coliseum Company, does not feel sanguine that the intended innovation in food shows which it was thought it would be possible to make enjoys good prospect of being seen this year.

E. W. Heath, of Heath & Milligan, a firm which enjoys very close relations with the packing house trade in this city, stated yesterday that his firm would adopt a new policy toward labor. President Heath said: "I called my men together and plainly told them

that the wage of each one would be determined by efficiency and those who wanted to do so, could remain on those terms. A number of the men said they had agreed to act in concert and did not wish to break their word. Feeling that this was a fair way of acting, I proposed that the employees in the shop select twelve of their brightest men and send them as a committee to my office. We discussed matters on a business basis and I think we shall be able to agree on terms."

WESTERN NOTES.

John Hoffman, of San Antonio, Texas, a "finished packing house product," would like a situation, as he wants to leave the Lone Star State and go to a healthier clime.

Charles A. Sterne is traveling in the South, visiting cotton oil mills in the interest of a new machine. During his absence A. Asa Davidson is the chief of the house.

Due to the closing down of the Lipton plant a number of first-class packing house men are now in search of new connections. There is one especially who is highly qualified to manage a provision department. His advertisement appears elsewhere in this paper.

Twenty-two motors have recently been sold by the Browning Company, of Milwaukee, to the government for the Norfolk navy yard. The leading engineers throughout the country are now specifying Browning motors in the same class with Westinghouse, Western Electric and others.

T. M. Sinclair & Co., Ltd., of Cedar Rapids, Iowa, are continually adding to the effectiveness of their fine plant. Their mechanical department is now busy adding fifty per cent. to their hog-chilling capacity. The additional ammonia piping is being furnished by the Vilter Manufacturing Company. They are also adding to their present fire pumps a two-million gallon Fairbanks-Morse compound cross-connected pump as an additional protection against fire.

The amendments to the rules and by-laws of the Chicago Live Stock Exchange which refers to meals, telegrams, telephones and solicitors were adopted by a strong majority. By order of the exchange the sections which were voted for became effective February 1st and are now in force. The Stock Yards party was strongly in favor of abating the expenses which were incurred by the commission houses. The opposition took the ground that some shipments would be diverted from this market on account of the absence of solicitors in the field.

TO ENJOIN ST. LOUIS PACKERS.

President Thomas W. Crouch, of the St. Louis Dressed Beef and Provision Co., has brought suit in the Circuit Court at St. Louis, asking that Matthew Courtney and J. Henry Wollbrink be enjoined from engaging in the packing business in St. Louis or St. Clair county, Ill. The petition recites the formation of the St. Louis Dressed Beef and Provision Co., in which the defendants were stockholders, with a capital stock of \$1,500,000, divided into \$100 shares.

Mr. Crouch purchased the stock of the defendants after an extensive business reaching into foreign countries had been built up, upon the understanding that the defendants would not engage in a similar business in St. Louis or St. Clair county for a period of 15 years. He alleges that he has information that they are now engaged in such business or preparing to engage therein, and asks that they be restrained under the provisions of the contract.

When asked about this suit Mr. Wollbrink expressed surprise. "Neither I nor Courtney intend to enter the packing business," he said. "I am the president of the new independent stock yards company in North St. Louis and Mr. Courtney is the vice-president. We have nothing to do with the Union Packing Company. The president of the packinghouse is Julius Dahiman, of Brooklyn, N. Y.; the vice-president is H. M. Stonebraker, and the secretary and treasurer is H. H. Wollbrink. How I am connected with the packing company is beyond me. The only way I can

ALLBRIGHT-NELL CO.,
4013 Wentworth Avenue - Chicago
WEIR & CRAIG MFG. CO.,
2421 Wallace Street - Chicago
Special Agents Hurford's Hog Hoist



Exclusive agents for Europe and South America, Brecht Butchers' Supply Co., 26-28 Albertstrasse, Hamburg, Germany.
O. P. Hurford's Hog Hoist
FOR SMALL PACKERS
537 Reliance Building
CHICAGO, ILL.

understand it is that Mr. Crouch has been misinformed."

Both the stock yards and packinghouse companies are now in full operation, and it is claimed that the plaintiffs will be able to show the connection between the stock yards company and the new packing venture when the case comes to trial.

CHICAGO JANUARY YARD RECEIPTS.

Unofficial stock yard receipts for January, 1904: 293,200 cattle, 870,300 hogs and 357,300 sheep, showing 17,800 increase in cattle, 52,700 increase in hogs and 3,800 decrease in sheep as compared with January, 1903. Down-town packers received close to 80,000 hogs direct last month, which are not included in the above total.

CHICAGO HOG PURCHASES.

For the week ending January 30, 1904:

Anglo-American	\$16,000
Armour & Co.	45,000
Moore & Co.	8,700
Boyd & Lunham	10,500
Continental	5,300
Morris & Co.	16,400
National Packing Co. (Hammond Co.)	5,400
Roberts & Oake	1,500
Schwarzschild & Sulzberger Co.	9,900
Swift & Co.	31,200
City Butchers	18,000
Speculators	20,000
Total	\$187,900

BALTIMORE FERTILIZER MARKET.

(Special to The National Provisioner from T. H. White & Co.)

Ammoniates during the early part of the month were in fair request. The demand from the South grew stronger as the month wore on, and business in both tankage and blood was good. Under the pressure of continued sales, prices advanced considerably on goods for prompt and nearby shipment, and at the close the market is strong. We quote: Crushed tankage, 9@20, \$2.30@10 per ton f. o. b. Chicago; ground tankage, 10@15, \$2.32½@10 per ton f. o. b. Chicago; do 11@15, \$2.32½@10-\$2.35@10 per ton f. o. b. Chicago; do, 6@25, \$15.50-\$16.00 per ton f. o. b. Chicago; ground concentrated tankage, \$2.25 f. o. b. Chicago; ground blood f. o. b. Chicago; crushed tankage, 9@20 (prompt), \$2.70@10 c. a. f. basis Baltimore; do, 9@20 (futures), \$2.55@10 and \$2.57½@10 c. a. f. basis Baltimore.

Sulphate of ammonia.—For early shipment, \$3.17½@3.20; futures, \$3.20@3.22½ c. a. f. Baltimore and New York.

Nitrate of soda.—Feb.-March, \$2.12½; April, \$2.07½@2.10; May-June, \$2.05; July-Dec., \$2.02½.

BALTIMORE SPICE LETTER.

(Special to The National Provisioner from McCormick & Co.)

Pepper no change. Lampong is quoted as somewhat weaker. Singapore, stationary. Select quality, sifted, at 13@13½c.

Cayennes are firmer held, and Zanzibars have advanced to 16½c.

Cloves again higher at 18½@19c.

Pimento, 8@8½, with prospects of higher figures.

Mace, no change. Select Bright Banda, 57c.

Nutmegs, firmer feeling. Quote at 26@27c.

Cassias unchanged.

Batavia, select No. 1, lower at 18@18½c.

Gingers, especially Race, show advances for this week. Race, 6½c.; African, 6½@7c.

Both Poppy Seed and Caraway Seed are firmer. Poppy at 5½@5½c.

Caraway, 4¼@5¼c., as to the grade.

RECEIPTS AT CENTERS.

SATURDAY, JANUARY 30.

	Cattle.	Hogs.	Sheep.
Chicago	500	23,000	1,500
Kansas City	500	5,000	...
South Omaha	250	5,000	250
St. Louis	...	...	...

MONDAY, FEB. 1.

Chicago	25,000	48,000	25,000
Kansas City	3,000	8,000	3,000
South Omaha	1,900	3,700	10,000
St. Louis	...	...	...

TUESDAY, FEB. 2.

Chicago	3,000	25,000	10,000
Kansas City	3,000	10,000	4,000
South Omaha	3,000	6,500	8,500
St. Louis	5,500	5,000	1,000

WEDNESDAY, FEB. 3.

Chicago	9,000	22,000	15,000
Kansas City	8,000	7,000	3,000
South Omaha	3,000	1,000	1,500
St. Louis	...	...	...

THURSDAY, FEB. 4.

Chicago	8,000	27,000	15,000
Kansas City	4,000	7,000	2,000
South Omaha	2,000	7,000	3,500
St. Louis	...	...	...

FRIDAY, FEB. 5.

Chicago	3,500	28,000	26,000
Kansas City	2,000	7,000	1,000
Omaha	1,800	7,000	5,000
St. Louis	1,500	6,500	1,500

CHICAGO STOCKYARDS RECEIPTS AND SHIPMENTS.

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Tuesday, Jan. 26	5,350	725	30,398	15,835
Wednesday, Jan. 27	20,674	442	38,424	17,656
Thursday, Jan. 28	19,767	474	35,375	19,538
Friday, Jan. 29	6,492	386	35,100	6,046
Saturday, Jan. 30	645	20	21,496	134
Monday, Feb. 1	24,324	470	52,242	29,657
Tuesday, Feb. 2	3,000	600	25,000	10,000
Total last week	67,610	2,279	208,732	85,965
Same week last year	66,375	2,871	173,182	73,138
Year ago this week	55,276	2,299	162,625	85,761

SHIPMENTS.

Tuesday, Jan. 26	1,412	45	3,670	2,905
Wednesday, Jan. 27	4,335	6	6,689	2,457
Thursday, Jan. 28	4,039	11	6,150	2,526
Friday, Jan. 29	5,538	35	4,536	3,847
Saturday, Jan. 30	3,729	102	4,076	1,991
Monday, Feb. 1	5,070	...	8,317	3,635
Tuesday, Feb. 2	2,000	50	5,000	1,500
Total last week	24,068	208	35,630	17,661
Same week last year	22,847	542	22,777	8,144
Year ago this week	18,933	294	35,463	6,498

Receipts for year to date, with comparisons, follow:

	Cattle.	Calves.	Hogs.	Sheep.
1904	320,627	947,056	395,583	30,934
1903	300,188	886,126	407,622	29,302
Increase	20,439	60,930	...	1,632
Decrease	...	...	12,039	...

CATTLE.

Choice to fancy heaves, 1,200 lbs. up	\$5.30@5.50
Good to choice heavy steers	4.80@5.25
Fair to good export and shipping steers	4.35@4.75
Medium beef steers	4.00@4.30
Good to fancy cows and heifers	3.60@4.50
Good to choice feeders	3.35@4.15
Good to prime stockers and feeders	2.90@3.30
Fair to good cows and heifers	2.85@3.50
Good cutting and fair beef cows	2.25@2.50
Common to good canning cows	1.30@2.20
Bulls, poor to choice	1.75@4.25
Calves, good to fancy	6.25@7.25
Calves, common to fair	3.00@6.00
Corn-fed western steers	4.10@5.30
Texas bulls and thin steers	2.25@3.75
Fed Texas steers, fair to choice	3.40@4.60

HOGS.

Good to choice heavy shipping	\$4.85@5.02½
Fair to good heavy packing	4.05@4.85
Rough to common heavy mixed	4.45@4.75
Assorted light, 150@175 lbs.	4.55@4.75
Good to choice butcher weights	4.75@4.95
Fair to choice light mixed	4.50@4.80
Fair to choice pigs, 50@135 lbs.	4.00@4.55
Stags and rough lots	3.00@4.15

SHEEP.

Good to prime wethers	\$4.10@4.50
Fair to good mixed lots	3.65@4.25
Fair to fancy western wethers	4.15@4.50
Fair to prime yearlings	4.60@5.15
Good to prime yearling feeders	3.60@3.80
Ewes, fair to fancy	3.70@4.10
Plain to good feeding stock	2.75@3.00
Culls and tail-end stock	2.00@2.60
Native lambs, poor to fair	3.25@5.10
Native lambs, good to fancy	5.20@5.75
Fat western and Mexican lambs	5.15@5.90
Western feeding lambs, poor to choice	3.30@5.10

CHICAGO PROVISION MARKET.

RANGE OF PRICES.

SATURDAY, JAN. 30, 1904.

	Open.	High.	Low.	Close.
LARD—(Per 100 lbs.)—				
Jan.	7.15	7.20	7.15	7.17½
May	7.42½	7.42½	7.32½	7.32½
July	7.42½	7.42½	7.40	7.37½

RIBS—(Boxed 25c. more than loose)—				
Jan.	...	...	...	...
May	6.70	6.70	6.62½	6.62½
July	6.82½	6.82½	6.72½	6.72½

PORK—(Per barrel)—				
Jan.	...	...	...	...
May	13.27½	13.30	13.05	13.07½

MONDAY, FEB. 1, 1904.

LARD—(Per 100 lbs.)—				
May	7.27½	7.30	7.22½	7.30
July	7.50	7.52½	7.25	7.32½

RIBS—(Boxed 25c. more than loose)—				
May	6.55	6.57½	6.50	6.55
July	6.70	6.70	6.65	6.67

PORK—(Per barrel)—				
May	12.95	13.00	12.85	13.00

TUESDAY, FEB. 2, 1904.

LARD—(Per 100 lbs.)—				
May	7.40	7.55	7.37½	7.50
July	7.50	7.57	7.40	7.57½

RIBS—(Boxed 25c. more than loose)—				
May	6.70	6.80	6.67½	6.75
July	6.82½	6.92½	6.82½	6.90

PORK—(Per barrel)—				
May	13.15	13.50	13.15	13.45
July	13.47½	...	...	...

WEDNESDAY, FEB. 3, 1904.

LARD—(Per 100 lbs.)—				
May	7.55	7.65	7.55	7.57½
July	7.62½	7.67½	7.60	7.62½

RIBS—(Boxed 25c. more than loose)—				
May	6.80	6.87½	6.80	6.80
July	6.97½	7.00	6.90	6.95

PORK—(Per barrel)—				
May	13.47½	13.40	13.47½	13.65
July	...	...	...	...

THURSDAY, FEB. 4, 1904.

LARD—(Per 100 lbs.)—				
May	7.60	7.75	7.60	7.62½
July	7.70	7.80	7.62½	7.67½

RIBS—(Boxed 25c. more than loose)—				
May	6.85	6.90	6.80	6.82½
July	7.00	7.00	6.92½	6.95

PORK—(Per barrel)—				
May	13.67½	13.85	13.67½	13.72½

FRIDAY, FEB. 5, 1904.

PORK—(Per barrel)—				
May	13.70	13.72	13.47	13.60
July	13.60	13.65	13.50	13.65

LARD—(Per 100 lbs.)—				
May	7.57	7.60	7.50	7.55
July	7.60	7.62	7.52	7.60

RIBS—(Boxed 25c. more than loose)—				
May	6.77	6.82	6.75	6.77
July	6.92	6.92	6.87	6.92

THE DAVIES WAREHOUSE & SUPPLY CO.

Office: 20 N. Clark St.
on C. & N. W. R. R. } CHICAGO
Warehouse: 161 N. Water St.

Tools, Scoops & Shovels.

Manufacturers and Dealers in all kinds of Packing House Supplies.

ALL IRON TANK COCKS, D & D Pat'ern
x x x
HAM and LIVER NEEDLES
x x x

BRASS and IRON GOODS.

HOW ARMOUR WENT INTO DRESSED BEEF

The fresh beef business has developed to an enormous extent in this country. It has paralleled the extensive growth of the livestock industry. It has had its romances and remarkable trade battles and has developed giants who pushed each other to the limit in opening, winning and holding the trade which demanded beef. Hammond was the pioneer beef packer of any note in those natal days of the industry. In fact, it is said of him that he made a fortune at the game before any of his subsequently big competitors entered the field as shippers of carcass beef. Swift followed Hammond and gave him battle doggedly a quarter of a century ago; old timers recite the stirring era of court injunctions and other strenuous processes by which one or other of the big fellows hoped to corral the refrigerator car which held the secret of the disbursing market. In fact, the refrigerator car is the conservation and transportation necessity of the perishable products trade at this time; even more necessary than ever because the individual killer has not been able to compete with or stand against the close margin to which the competing companies have whittled the profits in trading.

It is interesting to know how Armour got into the dressed beef business as it is so understood. P. D. Armour was a famous hog packer. His business life up to twenty years ago was a history of the hog packing industry from a commercial point of view. He virtually made the industry what it is. He was pre-eminently the pork king of America, just as assuredly as Swift was the beef king, even though Hammond was the earliest prominent exponent of that part of the meat trade. Mr. Armour, like many other slaughterers, including the chief interests now forming the Schwarzschild & Sulzberger Co., killed cattle at his Chicago plant for local and nearby use. The Armour Packing Company also killed cattle, and probably sold over a wider field than did the house at Chicago. The former plant was founded by S. B. Armour, a brother of the late P. D. Armour.

The trade early began to suggest the lines on which it has since developed. The developments came rapidly. P. D. Armour began killing canners—that grade of cattle which is only fit for the tin and for sausages. His pork packing business expanded and his name as a pork packer was famous the world over before 1880. His canned meats also began to take on that good repute which has stood them in stead during many trying periods since 1875. Armour's pork products had belted the earth and the canned goods of his house were finding their way abroad.

Diversified products was the problem which suggested itself to the packer's mind. Sausages was one of those products. The by-product had taken its place in the meat factory. Mr. Armour saw this as quickly as did any one else. He could not can everything and he could not sell, locally, all of the fresh beef which his by-product factories compelled him to kill. He was shipping pork and cured hog products all over the country and especially to New York, Boston and the New England markets generally. He needed the fresh beef trade to fit in with his pork provision shipments—mixed car lots—otherwise he would have to send only partly-filled cars to points where beef could also be sold.

The trouble was the refrigerator car. Both pork and beef packing had been handicapped by the fact that there were no refrigerator cars to haul and no coolers to keep and to conserve fresh meats when they arrived at distant points in the summer time. This was so true that there was, in those days, only a winter pack, or winter killing season of hog slaughter. Whatever beef was shipped afield was cold weather beef killed and shipped in box cars in the winter time, when nature preserved it. G. F. Swift's romantic life numbers among its incidents many a trip to Boston in a box car load of beef in which a fire had to be built to keep the plucky shipper from freezing on the journey. Hammond had been fought to a standstill by the great sheep king who died last year. The refrigerator car was the cause of action. Armour watched the fray. He kept his eye on Swift, whose persistency and prosperity set him to thinking. He needed the beef product to ship along with his pork in mixed car lots and he needed it in his sausage business. The refrigerator car was also a vital factor in the shipment and the better marketing of his pork loins.

Very smart expert distributing advice turned P. D. Armour's mind to the decision in favor of launching out into the fresh beef shipping line. The end-tank iced car was the pattern used by Swift and Hammond. Armour devised a car, and about 1882 sent his first shipment of fresh beef East. It went, as did the others, to Boston. This market had been held by Hammond because he controlled that line of freight over the Michigan Central, New York Central and the Boston & Albany railroads. About 26 years ago G. F. Swift raked up a connection with the Grand Trunk road, at that time an old nondescript transportation line, and succeeded in getting his refrigerator cars into Boston over it, Hammond having been in that market some few years before him. P. D. Armour finally got a car to suit, after many discouraging experiences and experiments, and succeeded in reaching Boston with his cooled beef.

His eastern adviser and his grip of the situation enabled the new beef factor to make a stand and to succeed. To-day the Armour house is one of the greatest of our beef concerns and owns probably more refrigerator cars than any other concern in this country. Its great founder lived to see the establishment of that line of trade which gave him more heartaches and more trouble than any other of his packing interests. It also made the Hammond and the Swift concerns hustle more and think more than they ever did over any other feature of their immense and developing enterprises.

In developing his fresh beef line Mr. Armour found that its assistance to his pork business was vital. At no stage of the contest did he lose any of his iron grip upon the hog products field. It was the man who brought him the refrigerator car design and a distributive map of the eastern market and his convincing arguments that induced Phil Armour to launch his great energy and magic power into the refrigerated dressed beef industry and caused the shipment of his first car of carcass stuff to Boston nearly a quarter of a century ago. Now he sells 3,000,000 lbs. of such beef weekly in New York City alone.

ANTISEPTICS ARE NECESSARY.

"In tropical regions, whither our perishable products are being shipped, ice is very expensive and refrigerators exceedingly scarce. In most such places neither can be found. Sterilized goods must be consumed immediately on being exposed to the air or they must be thrown away soon after being so exposed. If such goods had contained a little salicylic acid," says Dr. R. G. Eccles, in the "New York and Philadelphia Medical Journal," "far more could be sold, because they could be used with vastly greater economy and safety, and more people could thereby afford to use them. The very poor in our land have neither ice nor refrigerators, and can ill-afford to throw away certain provisions that they would buy. Salicylizing such food would enable these poor people to secure it. Without such protection it is beyond their power of purchase.

"Theory is their most bitter foe. Sailors in sailing ships on the high seas are frequently subjected to scurvy because they cannot get proper food. Their meat being preserved in the old way with salt is far less wholesome than if some modern antiseptic was used. Wagner says: Salt, however, not only withdraws water from meat, but also, as has been proved by Dr. Liebig's researches, some of the very best and essential portion of the juices of the meat, including albumen, lactic and phosphoric acids, magnesia, potash, kreatin, and kreatinin. Hence it is clear that unless these substances are in some way or other added to the salted meat its use as a food for a lengthened period cannot fail to become injurious to the system, and it is surmised that scurvy is due to this condition of salt meat.

"It is beyond the power of law to stop the placing upon the market of decomposed and putrid food products when antiseptics are not permitted. The changes occur in defiance of care, in defiance of penalties, and in defiance of theories. Is it not much better to have uncorrupted food with antiseptics in it, of properly regulated strength, than to have corrupted food without such antiseptics? If antiseptics are injurious to any appreciable amount let the opponents bring forth a single, well authenticated case of such injury. There is no trouble in discovering scores of cases of injury and death from food permitted to decay because of the absence of antiseptics.

"Are there not degrees of danger from such decay, and will not every argument ever devised against antiseptics apply, with equal force, to the poisonous products of decomposition? If, for argument's sake, it should be conceded as a possibility that every charge ever made, as to injury and danger of antisepticised food, might be true, it then only follows that in using them we are but choosing the least of two evils. Decomposing food in its poisonousness is, by the suppositional argument, as bad as the antiseptics up to the point where it produces obscure and unprovable injury. But decomposition poisons go beyond this and are frequently so bad that they kill and maim in ways that are unquestionable and undeniable. It therefore follows that, if we concede every claim of the impractical theorists, the gain would still be immense, in dollars, in comfort, in health, in life, by ignoring their opposition and following the dictates of common sense and experience in the matter."

MARKET PRICES.

CHICAGO.

FERTILIZERS.

Dried blood, per unit.....	@ 2.50
Hoof meal, per unit.....	@ 2.30
Concent. tank, 15 to 105 per unit.....	@ 2.15
Ground tank, 10 to 115 per unit.....	2.25 @ 10c.
Ground tank, 10 to 115 per unit.....	2.10 @ 10c.
Ground tank, 9 and 305, ton.....	21.00
Ground tank, 6 and 335, ton.....	14.50
Ground raw bone, per ton.....	32.00
Ground steam bone, per ton.....	18.00

HORNS, HOOFS AND BONES.

Horns, No. 1, 65 to 70 lb, avg. ton.....	\$275.00
Horns, black, per ton.....	25.00
Horns, striped, per ton.....	28.00
Horns, white, per ton.....	45.00
Round shin bones, 38 to 40 lb, avg. ton.....	45.00
Round shin bones, 50 to 52 lb, avg. ton.....	40.00
Long thigh bones, 90 to 95 lb, avg. ton.....	35.00

LARDS.

Choice prime steam.....	@ 7.42 1/2
Prime steam.....	@ 7.42 1/2
Neutral.....	@ 7.42 1/2
Compound.....	@ 7.42 1/2

STEARINES.

Oleo.....	6 1/2 @ 49
Lard.....	6 1/2 @ 49
Grease, W.....	6 1/2 @ 49
Grease, B.....	6 1/2 @ 49
Grease, Y.....	6 1/2 @ 49

OILS.

Lard Oil, extra winter strained tcs.....	58
Lard Oil, extra, No. 1.....	59
Lard Oil, No. 1.....	59
Lard Oil, No. 2.....	59
Oleo Oil, extra.....	7 1/2 @ 7 1/2
Oleo Oil, No. 2.....	7 1/2 @ 7 1/2
Neatsfoot Oil, pure.....	72
Neatsfoot Oil, No. 1.....	65

TALLOW.

Packers' prime.....	@ 5 1/2
No. 2.....	4 1/2 @ 4 1/2
Edible.....	5 1/2 @ 5 1/2
City renderers.....	5 1/2 @ 5 1/2

GREASE.

Brown.....	5 1/2 @ 4
Yellow.....	4 @ 4 1/2
White, A.....	5 1/2 @ 4
Bone.....	@ 4 1/2

CURING MATERIALS.

Refined saltpetre.....	4 1/2 @ 5 1/2
Boracic acid, crystal to powdered.....	10 1/2 @ 11 1/2
Borax.....	7 1/2 @ 8
Sugar—	
Pure, open kettle.....	3
White, clarified.....	3 1/2
Plantation, granulated.....	4 1/2
Yellow, clarified.....	3 1/2
Salt—	
Ashton, in bags, 224 lb.....	\$2.40
Eng. packing, in bags, 224 lb.....	1.50
Michigan, medium, car lots, per ton.....	3.00 @ 3.50
Michigan, granulated, car lots, per ton.....	2.65
Casting salt, bbls., 280 lb., 2X and 3X.....	1.10

COOPERAGE.

Tierces.....	\$1.37 1/2 @ 1.40
Barrels.....	1.07 1/2 @ 1.10

BUTCHERS' WHOLESALE PRICE LIST.

CORNED, BOILED AND ROAST BEEF.

1 lb., 2 doz. to case.....	Per doz. \$1.30
2 lb., 1 or 2 doz. to case.....	2.40
4 lb., 1 doz. to case.....	4.85
6 lb., 1 doz. to case.....	8.00
14 lb., 1/2 doz. to case.....	18.00

EXTRACT OF BEEF.

1 oz. jars 1 dozen in box.....	Per doz. \$2.25
2 oz. jars 1 dozen in box.....	3.55
4 oz. jars 1 dozen in box.....	6.50
8 oz. jars 1/2 dozen in box.....	11.60
16 oz. jars 1/4 dozen in box.....	22.00
2, 5 and 10 lb. tins.....	\$1.75 per lb.

BARRELED BEEF AND PORK.

Extra plate beef.....	30.50
Plate beef.....	9.00
Extra mess beef.....	9.50
Prime mess beef.....	10.00
Beef hams.....	Not Quoted.
Rump butts.....	9.50
Mess pork, repacked.....	13.75
Extra clear pork, Long Cut.....	14.75

DRIED BEEF PACKED.

Ham sets.....	12 1/2
Insides.....	13 1/2
Outsides.....	11 1/2
Kneecaps.....	12 1/2
Reg. clogs.....	10

SMOKED MEATS PACKED.

A. C. Hams.....	12 1/2
Skinned Hams.....	11 1/2
Shoulders.....	11 1/2
Picnics.....	7 1/2
Breakfast Bacon.....	15 1/2

LARD.

Pure leaf, kettle rendered, per lb. tcs.....	8
Lard substitute, tcs.....	7 1/2
Lard compound.....	6 1/2
Barrels.....	1/2c. over tcs.
Half barrels.....	1/2c. over tcs.
Tubs, from 10 to 80 lb.....	1/2c. to 1c. over tcs.

BUTTERINE.

F. O. B. CHICAGO.

No. 1, natural color.....	@ 10
No. 2, natural color.....	@ 11 1/2
No. 3, natural color.....	@ 14
No. 4, natural color.....	@ 15

F. O. B. KANSAS CITY.

No. 1, natural color.....	11 @ 12
No. 2, natural color.....	14 @ 15
No. 3, natural color.....	14 1/2 @ 16
No. 4, natural color.....	15 1/2 @ 17

BOILED MEATS.

Hams, boneless.....	16 1/2
California, boneless.....	10 1/2
Roiled shoulders.....	10 1/2

DRY SALT MEATS.

Rib bellies.....	@ 7.87 1/2
Short clears.....	
Plates, regular.....	6.75
American shoulders.....	

SAUSAGE CASINGS.

Beef round, set of 100 ft.....	12
Beef middles, set of 57 ft.....	35
Beef bungs, each.....	7
Hog casings, per lb free of salt.....	
Hog bungs exports.....	
" " medium, each.....	
" " small, each.....	
Sheep casings, per bundle.....	

SAUSAGES.

Summer, H. C.....	16
German Salami.....	13
Holsteiner.....	11
Charles H. C.....	18
Italian Salami.....	18
C-rvial.....	13
Hologna.....	6
Frankfurts.....	7 1/2
Blood, Liver and Head Cheese.....	6
Tongue.....	9
Special Compressed Ham.....	10
Berliner Ham.....	8
Polish.....	7
Veal Ham.....	7
Pork Sausage.....	7 1/2 @ 8

VINEGAR PICKLE—COOKED MEATS.

Pig's Feet, 1/4 bbl. 80 lb.....	\$3.00
Snouts, 1/4 bbl. 80 lb.....	5.20
Ox Hearts, 1/4 bbl. 80 lb.....	5.30
Plain Tripe, 1/4 bbl. 80 lb.....	2.40
H. C. Tripe, 1/4 bbl. 80 lb.....	4.50

DRESSED BEEF.

	Carcass.	Forcs.	Hnds.
Fair Jows.....	6 1/2	5	7 1/2
Good Young Cows.....	7	5 1/2	8 1/2
Native Heifers.....	7 1/2 @ 8	6	9 1/2
Texas Steers.....	7 @ 7 1/2	5 1/2	9
Western Steers.....	7 1/2 @ 8	6 1/2	10
Native Steers.....	7 1/2 @ 8 1/2	6 1/2	11

BEEF CUTS.

	No. 1.	No. 2.	No. 3.
Loins.....	15 @ 16	12 1/2	9
Short Loins.....	30	18	12
Ribs.....	14	12 1/2	6 1/2
Tenderloins.....			16
Chucks.....	6	5 1/2	4 1/2
Plates.....	4 1/2	4 1/2	3 1/2
Rounds.....	6	7	8 @ 10
Rolls boneless.....			8 @ 7
Shoulder Hods, boneless.....			6
Rump Butts, boneless.....			4 1/2
Chucks, boneless.....			4 1/2
Strip Loins.....			8 1/2
Beef Ham Sets.....			8

BEEF SUNDRIES.

Cheek meat.....	4
Hanging Tenderloins.....	6 1/2
Flank Steak.....	7 @ 9
Trimnings.....	4
Shanks.....	3 1/2
Flanks (rough).....	6
Brains.....	4
Kidneys.....	4
Beef Suet.....	5
Sweetbreads.....	25
Oxtails.....	3 1/2
Livers.....	4
Hearts.....	3
Tongues.....	11 1/2
Clean Tripe (reg.).....	2 1/2
Clean Tripe (H. C.).....	4

CALVES.

Carcass.....	7 @ 10
Forcs.....	5 @ 8
Hnds.....	9 @ 12
Sweetbreads.....	45c.
Livers.....	30c.

MUTTON.

Lambs (carcass).....	11 1/2 @ 12 1/2
Ewes (carcass).....	7 @ 8
Yearlings (carcass).....	9 @ 10
Wethers (carcass).....	8 @ 9
Mutton (racks).....	6 @ 7
Mutton, legs.....	11
Mutton, breasts.....	@ 5 1/2
Mutton stews.....	@ 5 1/2
Lamb (racks).....	9 @ 10
Lamb, loins.....	@ 18
Lamb, saddles.....	@ 16
Lamb, legs.....	@ 16
Lamb, tongue.....	12c. per lb.
Lamb, fries.....	5c. pair

PORK.

Dressed Hogs.....	7
Tenderloins.....	17
Pork Loins.....	8 1/2
Spare Ribs.....	7
Shoulders.....	6 1/2
Shoulders (skinned).....	6 1/2
Trimnings.....	6
Pigs' Tails.....	4
Hearts (per pound).....	2
Leaf Lard.....	7 1/2
Heads (rough).....	8 1/2
Heads (cleaned).....	8 1/2
Hocks.....	4 1/2
Cheek Meat.....	3 1/2
Neck Bones.....	1 1/2
Backfat.....	6
Plux (per lb).....	3
Kidneys (per lb).....	1 1/2
Pigs' Feet (rough).....	2
Pigs' Feet (cleaned).....	2 1/2
Brains (per lb).....	3
Snouts and Ears.....	3
Tongues.....	9 1/2

BUTCHERS' OFFAL.

Tallow.....	4c.
Mixed Bone and Tallow.....	2 1/2 per lb.
Calfskins 8 to 15 lb.....	10 1/2 @ 11
Calfskins, under 8 lb.....	60c. each

NEW YORK CITY

LIVE CATTLE.

WEEKLY RECEIPTS TO FEB. 1.

	Bees.	Cows.	Calves.	Sheep.	Hogs.
Jersey City.....	2,728	486	11,663	15,732	
Sixtieth street.....	410	50	1,410	7,927	
Fortieth street.....				23,186	
Lehigh Valley.....	5,024			3,368	
Weehawken.....	785		800		
Scattering.....	902	60	69	28	
Totals.....	9,840	110	1,965	20,418	42,284
Totals last week.....	11,010	127	2,300	35,991	35,687

WEEKLY EXPORTS.

	Live cattle.	Live sheep.	Qrs. of beef.
Schwarzschild & Sulzberger, Ss. Armenian.....	418		
Schwarzschild & Sulzberger, Ss. Marquette.....	350		1,500
Schwarzschild & Sulzberger, Ss. Philadelphia.....			1,000
J. Shamberg & Son, Ss. Armenian.....	425	800	
J. Shamberg & Son, Ss. Marquette.....	350		
Swift Beef Co., Ss. Cedric.....			1,125
Morris Beef Co., Ss. Armenian.....			2,850
Morris Beef Co., Ss. Cedric.....			1,800
Armour & Co., Ss. Armenian.....			1,350
Armour & Co., Ss. Philadelphia.....			2,000
W. W. Brauer Co., Ss. Norman Prince.....	75		
Miscellaneous, Ss. Pretoria.....	10	30	
L. S. Dillenback, Ss. Korona.....		25	
A. E. Outerbridge & Co., Ss. Korona.....		40	
Totals.....	1,628	895	11,625
Total exports last week.....	3,008	2,445	13,100
Boston exports this week.....	1,725	808	9,695
Baltimore exports this week.....	1,551	905	1,898
Philadelphia exports this week.....	1,902	250	1,200
Portland exports this week.....	987		
Newport News exports this week.....	1,476	750	
St. John exports this week.....	1,403	1,212	
To London.....	3,950	1,242	4,750
To Liverpool.....	4,895	1,762	16,648
To Glasgow.....	1,374	1,721	
To Bristol.....	200		
To Manchester.....	228		
To Southampton.....			3,000
To South Africa.....	75		
To Bermuda and West Indies.....	10	95	
Totals to all ports.....	10,732	4,820	24,398
Totals to all ports last week.....	11,069	10,113	30,424

QUOTATIONS FOR BEEVES.

Good to choice native steers.....	\$5.00 @ \$5.40
Medium to fair native steers.....	4.25 @ 4.90
Poor to ordinary native steers.....	3.75 @ 4.20
Oxen and stags.....	2.50 @ 4.60
Bulls and dry cows.....	1.50 @ 4.25
Good to choice native steers one year ago.....	4.80 @ 5.30

LIVE CALVES.

Live veal calves, a few selected.....	100 lb 7 1/4 @ 8 1/4
Live veal calves, good to prime.....	100 lb 7 @ 8

LIVE HOGS.

Hogs heavy weights (per 100 lbs.).....	5.50 @ 5.55
Hogs, medium.....	5.65 @ 5.65
Hogs, light to medium.....	5.65 @ 5.70
Pigs.....	5.85 @ 5.85
Roughs.....	4.50 @ 4.60

LIVE SHEEP AND LAMBS.

Spring lambs, selected.....	per lb 6 1/4
Spring lambs, good to choice.....	per lb 6 1/2
Spring lambs, culls.....	6
Sheep, selected.....	per 100 lb 4 1/2
Sheep, medium to good.....	per 100 lb 4
Sheep, culls.....	per 100 lb 3

DRESSED BEEF.

CITY DRESSED.

Choice native, heavy.....	8 1/4 @ 9
Choice native, light.....	8 @ 8 1/4
Common to fair, native.....	7 @ 8

WESTERN DRESSED BEEF.

Choice native, heavy.....	8 1/4 @ 8 1/4
Choice native, light.....	7 1/4 @ 8
Native, com. to fair.....	7 1/4 @ 7 1/4
Choice Western, heavy.....	7 1/4 @ 7 1/4
Choice Western, light.....	6 1/4 @ 7
Common to fair, Texan.....	5 1/4 @ 6 1/4

Good to choice heifers.....	7 1/4 @ 7 1/4
Common to fair heifers.....	6 @ 6 1/4
Choice cows.....	6 1/4 @ 7
Common to fair cows.....	5 @ 6 1/4
Good to choice oxen and stags.....	6 1/4 @ 7
Common to fair oxen and stags.....	5 1/4 @ 6 1/4
Fleshy Bologna bulls.....	5 1/4 @ 6
Fresh pork loins, Western.....	8 @ 11

DRESSED CALVES.

Veals, city dressed, prime, per lb.....	13 @ 14
Veals, good to choice, per lb.....	11 1/4 @ 13 1/4
Calves, country dressed, prime, per lb.....	10 @ 12 1/4
Calves, country dressed, fair to good.....	8 @ 11
Calves, country dressed, common.....	6 @ 7

DRESSED HOGS.

Pigs.....	7 1/4 @ 7 1/4
Hogs, heavy.....	6 1/4 @ 6 1/4
Hogs, 160 lb.....	6 1/4 @ 7
Hogs, 180 lb.....	7 @ 7 1/4
Hogs, 140 lb.....	7 1/4 @ 7 1/4

DRESSED SHEEP AND LAMBS.

Spring Lambs, choice.....	per lb @ 10 1/4
Spring Lambs, good.....	@ 10
Spring Lambs, culls.....	@ 9 1/4
Sheep, choice.....	@ 7 1/4
Sheep, medium to good.....	@ 7
Sheep, culls.....	@ 6

PROVISIONS.

(Jobbing Trade)

Smoked hams, 10 lb average.....	@ 12
Smoked hams, 12 to 14 lb average.....	@ 12
Smoked hams, heavy.....	@ 11 1/4
California hams, smoked, light.....	@ 8
California hams, smoked, heavy.....	@ 8
Smoked bacon, boneless.....	@ 12
Smoked bacon (rib in).....	@ 11 1/4
Dried beef salt.....	@ 13
Smoked beef tongues, per lb.....	@ 14
Smoked shoulders.....	@ 7 1/4
Pickled bellies, heavy.....	@ 8 1/2

BONES, HOOFS, HAIR AND HORNS.

Round shin bones, av. 50-60 lb cut, per 100 bones, per 2,000 lb.....	\$55.00
Flat shin bones, av. 40-45 lb cut, per 100 bones, per 2,000 lb.....	40.00
Thigh bones, av. 90-95 lb cut, per 100 bones, per 2,000 lb.....	75.00
Horns.....	15.00
Horns, 7 1/2 oz. and over, steers, first quality.....	270 @ 280

BUTCHERS' SUNDRIES.

Fresh steer tongues.....	50c to 75c a piece
Fresh cow tongues.....	35c to 50c a piece
Calves' head, scalded.....	30c to 40c a piece
Sweet breads, veal.....	25c to 75c a pair
Sweet breads, beef.....	10c to 18c a lb
Calves' liver.....	25c to 50c a piece
Beef kidneys.....	7c to 12c a piece
Mutton kidneys.....	1 1/2c to 2 1/2c a piece
Livers, beef.....	4c to 5c a lb
Oxtails.....	5c to 7c a piece
Hearts, beef.....	10c to 15c a piece
Rolls, beef.....	10c to 12c a lb
Tenderloin beef, Western.....	15c to 25c a lb
Lambs' liver.....	6c to 10c a pair
Fresh pork loins, city.....	10 @ 10 1/2
Fresh pork loins, Western.....	8 1/4 @ 9

BUTCHERS' FAT.

Ordinary shop fat.....	@ 2 1/4
Suet, fresh and heavy.....	@ 4
Shop bones, per cwt.....	@ 25

PICKLED SHEEPSKINS.

XXX sheep, per dozen.....	@ \$5.75
XX sheep, per dozen.....	@ 4.50
X sheep, per dozen.....	@ 3.75
Blind Ribby sheep.....	@ 3.75
Sheep, ribby.....	@ 3.12 1/2
XX lambs, per dozen.....	@ 4.50
X lambs, per dozen.....	@ 3.50
No. 1 lambs, per dozen.....	@ 3.00
No. 2 lambs, per dozen.....	@ 2.00
Culls, lambs.....	@ 75

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	\$40.00
Sheep, imp., wide, per keg, 50 bundles.....	00
Sheep, imp., medium, per bundle.....	44
Sheep, imp., per bundle, narrow.....	44
Sheep imp., Russian Rings.....	42
Hog, American, in tes. or bbls., per lb, F.O.B.....	42
Hog, American, kegs, per lb, F.O.B.....	42
Beef, rounds, per set, f. o. b. Chicago.....	12
Beef, rounds, per set, f. o. b. N. Y.....	13
Beef, rounds, per lb.....	2
Beef, buns, piece, f. o. b. N. Y.....	3
Beef, buns, per lb.....	3
Beef, middles, per set, f. o. b. Chicago.....	36
Beef, middles, per set, f. o. b. N. Y.....	37
Beef, middles, per lb.....	@ 6
Beef weasands, per 1,000, No. 1's.....	@ 5 1/4
Beef weasands, per 1,000, No. 2's.....	2 1/4 @ 3

SPICES.

	Whole.	Ground
Pepper, Sing., white.....	21	22
Pepper, Sing., black.....	14	15
Pepper, Penang, white.....	20 1/4	21 1/4
Pepper, red, Zanzibar.....	15	21
Pepper, shot.....	15	.....
Allspice.....	09 1/4	12
Coriander.....	05	07
Cloves.....	20	22
Mace.....	35	60

SALTPETRE.

Crude.....	8 1/4 @ 8 1/4
Refined—Granulated.....	4 1/4 @ 4 1/4
Crystals.....	4 1/4 @ 5 1/4
Powdered.....	4 1/4 @ 4 1/4

THE GLUE MARKET.

A extra.....	21
1 extra.....	17
1.....	16
IX moulding.....	15
IX.....	14 1/4
IX.....	14
IX.....	13
IX.....	12
IX.....	11
IX.....	10
IX.....	9
2.....	9

GREEN CALFSKINS.

No. 1 calfskins.....	per lb .14
No. 1 calfskins, buttermilk.....	.12
No. 1 calfskins, 12-14.....	each 1.50
No. 2 calfskins, buttermilk.....	.10
No. 2 calfskins, 12 1/2-14 lb.....	piece 1.30
No. 1 grasses.....	per lb .12
No. 2 grasses.....	per lb .50
No. 1 heavy kips, 18 lb and up.....	piece 1.90
Ticky kips, 18 lb and up.....	piece 1.40
No. 2 heavy kips, 18 lb and up.....	piece 1.65
No. 1 kips, 14-18 lb.....	piece 1.70
No. 2 kips, 14-18 lb.....	piece 1.60
No. 1 grass kips.....	piece 1.50
No. 2 grass kips.....	piece 1.25
Ticky kips.....	piece 1.00
Branded heavy kips.....	piece 1.10
Branded kips.....	piece .90
Branded skins.....	piece .50

GAME.

DRY-PACKED.

Snipe, English, per dozen.....	1.75 @ 2.00
Plover, Golden, per dozen.....	2.50 @ 3.00
Wild Ducks—Canvas, per pair.....	1.75 @ 2.00
Red Head, per pair.....	1.00 @ 2.00
Ruddy, per pair.....	1.00 @ 1.25
Mallard, per pair.....	75 @ 1.00
Teal, blue wing, per pair.....	50 @ 60
Teal, green wing, per pair.....	40 @ 50
Common, per pair.....	35 @ 40
Rabbits—Prime cotton tails, per pair.....	15 @ 20
Small and inferior, per pair.....	10 @ 12

DRESSED POULTRY.

DRY-PACKED.

Turkeys—West'n, young hens, selected.....	@ 10
W'n, young toms, medium weights, selected.....	17 1/2 @ 18
W'n, young toms, heavy weights.....	@ 17
W'n, young hens & toms, selected.....	@ 18
Western, mixed, fair to prime.....	15 @ 17
Old hens.....	15 @ 16
Old toms.....	@ 15
Common.....	12 @ 14
Broilers, Phila., 4 lb. and under to pair, fancy.....	33 @ 35
Pa., 4 lb. and under to pair, fancy.....	23 @ 25
Western, dry-picked, 4 lb. and under to pair, fancy.....	20 @ 25
Chicken—Phila., fcy., large, per lb.....	19 @ 20
Phila., mixed sizes, per lb.....	15 @ 18
State and Pa., fancy, per lb.....	15 @ 16
State and Pa., med. sizes, per lb.....	13 @ 14
State and Pa., poor, per lb.....	11 @ 12
Ohio & Mich., sc'd'd, lrg., fcy.....	15 @
Ohio & Mich., sc'd'd, med. sizes.....	13 1/2 @ 14 1/2
Western, dry-picked, large, per lb.....	14 @ 14 1/2
Western, scalded, large, per lb.....	14 @ 14 1/2
Western, dry-picked and scalded, medium sizes.....	12 1/2 @ 13 1/2
Fowls—Ohio & Mich., scalded, per lb.....	13 1/2 @ 14
Western, inferior.....	@ 11 1/2
Geese—Western, fancy, per lb.....	11 @ 12
Squabs—Prime, large, white, per doz.....	4.25 @ 4.50
Mixer, per doz.....	3.50 @ 3.75
Dark, per doz.....	2.50 @ 2.75
Fowls and chickens, poor, per lb.....	10 @ 12
Old cocks, per lb.....	9 1/2 @ 10
Spring Ducks—Jersey, Pa. & Va.....	15 @ 16
Western, large, fancy, per lb.....	13 @ 14
Western, dry-picked, average best, per lb.....	9 @ 11

LIVE POULTRY.

Spring chickens, nearby, per lb.....	@ 11 1/2
Fowls, per lb.....	@ 14
Roosters, per lb.....	@ 9
Turkeys, per lb.....	@ 14
Ducks, average Western, per pair.....	.80 @ .90
Geese, Western, per pair.....	1.50 @ 1.62
Live Pigeons, per pair.....	@ 20

FERTILIZER MARKETS.

BASIS, NEW YORK DELIVERY.		
Bone meal, steamed, per ton.....	\$22.00	@23.00
Bone meal, raw, per ton.....	25.00	@25.50
Nitrate of soda—future.....	2.05	@ 2.07 1/2
Nitrate of soda—spot.....	2.15	@ 2.25
Bone black, spot, per ton.....	13.50	ch. @ 13.50 1/2
Dried blood, N. Y., 12-13 per cent. ammonia.....	2.55	@ 2.60
Dried blood, West, high grade, fine ground, c. f. N. Y.....	2.75	@ 2.90
Tankage, 9 and 20 p. c., f. o. b. Chicago.....	22.00	@23.00
Tankage, 8 and 20 p. c., f. o. b. Chicago.....	18.00	@19.00
Tankage, 7 and 30 p. c., f. o. b. Chicago.....	15.00	@16.00
Tankage, 6 and 35 p. c., f. o. b. Chicago.....	15.00	@16.00
Garbage tankage, f. o. b. New York.....	8.00	@ 9.00
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate.....	29.00	@30.00
Wet, acidulated, 6 p. c. ammonia, per ton.....	14.00	@15.00
Azotine, per unit, del. New York.....	2.60	@ 2.65
Sulphate ammonia gas, for shipment, per 100 lbs.....	3.20	@ 3.25
Sulphate ammonia gas, per 100 lbs., spot.....		@ 3.20
Sulphate ammonia bone, per 100 lbs.....	3.10	@ 3.15
So. Carolina phosphate rock, ground, per 2,000 lbs., f. o. b. Charleston.....	6.50	@ 7.75
So. Carolina phosphate rock, undried, f. o. b. Ashley River, per 2,400 lbs.....	3.50	@ 3.75
The same, dried.....	3.75	@ 4.00

POTASHES, ACCORDING TO QUANTITY.

Kalnit, shipment, per 2,400 lbs.....	\$8.95	@ 9.50
Kalnit, ex-store, in bulk.....	9.00	@10.05
Kieserit, future shipment.....	7.00	@ 7.25
Muriate potash, 80 p. c., ex-store.....	1.85	@ 1.95
Muriate potash, 80 p. c., future shipment.....	1.80	@ 1.90
Double manure salt (40% 40 p. c., less than 2 1/2 p. c. chloride), to arrive, per lb. (basis 48 p. c.).....	1.09	@ 1.12
Sulphate potash, to arrive (basis 90 p. c.).....	2.08	@ 2.20
Sylvinit, 24 to 36 p. c., per unit, S. P.....	.39	@ .40

OCEAN FREIGHT.

	Liverpool.	Glasgow.	Hamburg.
	Per Ton.	Per Ton.	Per 100
Canned meats.....	12/6	17/6	20c
Oil cake.....	12/6	17/6	18c
Bacon.....	12/6	17/6	20c
Lard, tierces.....	12/6	17/6	20c
Cheese.....	25/	30/	2 M
Butter.....	25/	30/	2 M
Tallow.....	12/6	17/6	20c
Beef, per tierce.....	2/6	3/6	20c
Pork, per bbl.....	2/	2/9	20c

EXPORTS OF PROVISIONS

Exports of hog products from Atlantic ports for week ending Jan. 30, with comparative tables:

PORK, BARRELS.			
	Week Jan. 30, 1904.	Week Jan. 31, 1903.	Nov. 1, 1903, to Jan. 30, 1904.
United Kingdom.....	1,275	504	12,054
Continent.....	337	175	5,311
So. and Cen. Am.....	246	548	5,322
West Indies.....	1,342	3,108	16,368
Br. No. Am. Col.....	953	115	2,605
Other countries.....	23	25	1,281
Totals.....	4,178	4,538	43,121

BACON AND HAMS, POUNDS.

United Kingdom.....	11,316,957	9,846,176	138,100,214
Continent.....	2,782,199	2,173,875	21,780,380
So. and Cen. Am.....	82,225	108,025	2,055,990
West Indies.....	130,950	318,000	3,556,550
Br. No. Am. Col.....			14,450
Other countries.....	28,850	19,375	747,575
Totals.....	14,341,172	12,525,451	168,254,769

LARD, POUNDS.

United Kingdom.....	5,427,530	5,928,533	74,624,849
Continent.....	10,303,407	6,244,254	96,169,770
So. and Cen. Am.....	200,425	125,385	6,381,705
West Indies.....	887,395	1,027,090	9,161,280
Br. No. Am. Col.....			85,080
Other countries.....	30,280	111,340	978,575
Totals.....	16,948,037	13,436,702	187,401,259

RECAPITULATION OF WEEK'S EXPORTS.

	Pork, bbls.	Bacon and Hams, lbs.	Lard, lbs.
New York.....	3,465	6,170,350	5,649,740
Boston.....	48	3,366,300	985,985
Portland, Me.....	17	1,119,750	684,650
Philadelphia.....	100	767,026	2,552,091
Baltimore.....	325	1,815,421	5,997,821
New Orleans.....	68	68,525	307,900
St. John, N. B.....	155	1,045,800	769,850
Totals.....	4,178	14,341,172	16,948,037

COMPARATIVE SUMMARY.

	Nov. 1, 1903, to Jan. 30, 1904.	Nov. 1, 1902, to Jan. 31, 1903.	Increase.
Pork, lbs.....	8,624,200	8,272,000	351,000
Bacon & hams, lbs.....	168,254,769	171,375,371	
Lard, lbs.....	187,401,259	175,527,525	11,873,734

GENERAL MARKETS

LARD IN NEW YORK.

Western steam nominal, \$7.40@7.70, as to packing points; city steam, \$6.75@7; refined, continent, tes., \$7.80; do. South America, tes., \$8.25; do. Kegs, \$9.25; compound, \$6.75.

HOG MARKETS FEB. 5.

CHICAGO.—Receipts, 26,000; slow; 5c. lower; \$4.40@5.

KANSAS CITY.—Receipts, 7,000; 5c. lower; \$4.60@4.95.

OMAHA.—Receipts, 7000; slow; 5c. lower; \$4.60@4.90.

ST. LOUIS.—5c. lower; \$4.45@5.

INDIANAPOLIS.—Receipts, 8,000; lower; \$4.75@5.15.

CLEVELAND.—Receipts, 35 cars; active; \$5.20.

EAST BUFFALO.—Receipts, 15 cars; 10c. higher; \$5.25@5.40.

LIVERPOOL.

Liverpool, February 5.—Beef—Extra mess, 63s. 9d. Pork, prime mess, Western, 65s. Hams—Sugar cured, 44s.; short ribs, 35s.; long clear middles, light, 37s.; long middles, heavy, 36s. 6d.; short clear, 35s.; clear bellies, 43s. 6d.; shoulders, square, 11 to 13 lbs, 31s. 6d. Lard—Prime Western, in tes., 38s.; American refined, in pails, 37s. 3d. Cheese—American, finest colored, 53s. Tallow—Prime city, 25s. Turpentine, 47s. 3d. Cottonseed oil (Hull), 19s. 6d. Rosin, common, 7s. 10 1/2d. Linseed oil (London), 17s. 6d. Refined petroleum, 7 11-16d.

OLEO AND NEUTRAL LARD.

The oleo market during the week under review has been extremely dull, very little demand for any kind of oleo, and such little demand as there is, is for the best grades only, and the market quoted for them 45 to 46 florins in Rotterdam. Very little doing in the lower grades.

The market for neutral lard is fairly steady about 50 florins for the best grades, but not active.

The situation of cotton oil continues very strong for fine butter grades, which are scarce.

FRIDAY'S CLOSINGS.

Provisions.

The markets, both for grain and provisions, are very feverish, while they are likely to have frequent sharp fluctuations because of the wider speculation in them, while the

character of the Far East news will affect them, as it may become more pacific or warlike. For the day there was a good deal of profit taking because of the late sharp advances in prices. The statistical position of the products, however, is favorable, and as outlined in our weekly review in another column. Corn sold early in the day 1c. lower and reacted a little. Hogs for the day were 5c. lower, with 26,000 at Chicago. The products sold off early in the day 12 points on lard and 7 points on ribs, and 22c. for pork, but were subjected through the day to frequent changes, with a few reactions.

Cottonseed Oil.

Market very strong, and not changed in features from those noted in the weekly review upon another page of this issue. Twenty tanks crude sold at Southeast mills at 30 1/2c. now 31c. asked. In New York bleaching grade in tanks is now about 36c. Prime yellow, barrels, 37 1/2c. bid and 37 3/4c. asked for February, 38 3/4c. bid and 39c. asked for April and 38 3/4c. bid and 39 1/4c. asked for May.

Tallow.

Market strong at 5c. for city, hhds., at which the weekly contract deliveries were made. General features are essentially as in our weekly review in another column.

Oleo Stearine.

Firmly held at 6 1/4c., but bidding scarce over 6 1/2c.

TEXAS COTTONSEED OIL MARKET.

(Reported by the Texas Cotton Seed Crushers' Association.)

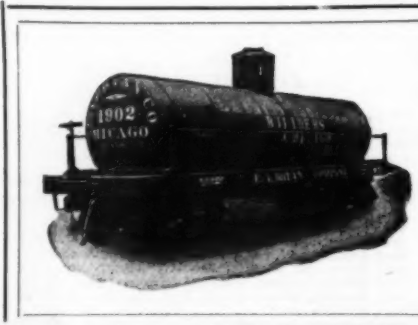
Our oil market this week is fairly active and inquiry better: 29@29 1/4c. bid for P. C. for February. Nothing doing in later months. Meal more active, with \$22.75 bid for export f. o. b. Galveston.

Linters scarce. Sales reported at 6 1/4c. Hulls—Good demand at \$5@56 f. o. b. mill.

Seed—None offering of good quality.

CHEMICALS AND SOAPMAKERS' SUPPLIES.

74% Caustic Soda at \$1.80 to \$1.85 for 60%.
76% Caustic Soda at \$1.85 to \$1.90 for 60%.
60% Caustic Soda at 2 cts. per lb.
98% Powdered Caustic Soda at 3 cts. per lb.
58% Pure Alkali at 90c. to 1c. for 48%.
48% Carbonate Soda Ash at \$1.10 per 100 lbs.
Borax at 8 cts. per lb.
Talc at 2 1/2 cts. per lb.
Palm Oil in casks 6 1/2 cts. lb., and in barrels 6 1/2 cts. lb.
Green Olive Oil at 57 to 58 cts. per gal.
Yellow Olive Oil at 55 cts. per gal.
Green Olive Oil Foots at 5 1/2 cts. lb.
Ceylon Coconut Oil at 6 1/2 to 6 3/4 cts. lb.
Ceylon Coconut Oil at 6 1/2 cts. lb.
Cottonseed Oil at 40 to 41 cts. per gal.
Rosin—M. \$4.60. N. \$4.75. WG. \$5.25. WW. \$5.50 per 280 lbs.



E. A. BRYAN CO.

STEEL TANKS

..OF EVERY DESCRIPTION..

Structural iron work, all kinds of heavy and light plate work, Gray Iron Castings and all kinds of Machinery Work

Chicago Office: 414 First National Bank Building.
Works: HARVEY, ILL.

RETAIL DEPARTMENT

SHOW WINDOW DISPLAYS.

That piece of property is the most valuable where the most people pass. That show window is the most valuable where the most people pass. Think of your show windows in locating your store. A good window display is the best and cheapest form of advertising known, says W. F. Schweiger in the N. C. R.

Make it the regular duty of one of your clerks to attend to your show window. Train him up to this work. Have him observe other storekeepers' windows, and read up on the subject.

Paint the front of your store some neat color that will easily distinguish it from adjoining stores. A brilliant color is not necessary.

A show window should be as large as possible, and should extend to within a few inches of the pavement, and, if possible, to the floor of the cellar.

Use powerful reflectors to throw the light on the goods. Have the lights as near the top of the window as possible, and hide them from the eyes of persons looking into the window. This can be done by pulling the window blind down about half way, so that the goods and not the lights will show. You are not selling electric lights. Concentrate attention upon the lower part of the window, where your goods are displayed.

Don't overcrowd your window. Put in only one kind of article at a time, but have them so attractively displayed that people will be tempted to come in and see the rest of your goods. Goods attractively displayed are half sold. Have neat cards in the window, giving facts about your business or the goods in short, easily-read sentences.

Don't allow a display to remain in a window for weeks, so that it becomes a landmark and fails to attract attention.

SOME DON'TS FOR CLERKS.

Don't be impolite to customers.
Don't come late to work. It pays to be early.

Don't visit during working hours.
Don't be disloyal to your employer.
Don't be untidy—cleanliness of body and apparel pays.

Don't wear soiled or frayed linen for economy's sake.

Don't wear an apron that is soiled.
Don't use slang in addressing customers.
Don't chew tobacco and expect to please customers.

Don't be familiar. Respectful politeness is due every one you meet.

Don't let a customer stand without attention. If you cannot wait on him at once, at least recognize him and show him that you know he is there.

Don't wait on customers in an indifferent, half-hearted way which seems to say, "I am only waiting on you as a particular favor."

Don't be cross with children.
Don't be content merely to obey orders. The employe who does only what he is told to do will find it a long time between promotions.

Don't forget that on the amount of your sales depends the size of your salary.

Don't grudge taking a short lunch hour on an unusually busy day.

Don't fail to read the best trade journals in your line of business.

Don't expose yourself needlessly to temptation. The best of men would find it hard to look a temptation in the face day after day without yielding.

Don't talk about bad luck. Nine to one it is one of your weaknesses that holds you back. Bad luck is nearly always only a lack of enterprise. Hard work is the sovereign specific for bad luck.

Don't lose sight of the fact that old customers are usually more valuable than new ones. If they leave the store where you work, there must be a reason. Discover what it is and right the wrong.

FIGHT ON TRADING STAMPS.

The Merchants' Association of New York is keeping up a vigorous war on the trading stamp evil, and is making every effort to secure the passage of the bill now in the New York Assembly regulating the use of these stamps. Petitions have been sent broadcast to merchants and others, to be signed and returned to members of the Assembly, urging them to vote for the bill.

The Association proceeds on the theory that to compel trading stamp companies and merchants using stamps to give their full face value in exchange will effectually kill the scheme. In its latest circular to the business interests of the State the Association says: "The right to issue trading stamps has been held by the courts to be a constitutional right which cannot be taken away by the legislature. The manner in which the right is exercised, however, may be so regulated by the state as to protect the public against inequitable conditions. The present bill has therefore been drawn to effectively regulate trading stamps without interfering with the legal rights of their vendors.

"Every trading stamp which is issued to the public is part of a legal consideration in return for a cash payment. The public is therefore entitled to a fair equivalent. At present in no case is a fair equivalent given, and in many cases no equivalent is given, because the stamps have no fixed redeemable value, and under certain conditions are not redeemable at all. The present bill gives to all trading stamps a definite and unvarying cash value, and requires all stamps to be redeemed (in cash or merchandise, at the option of the holder) at the value which they are represented to possess."

ROCHESTER MEAT TROUBLES.

It is reported that the Meat Cutters' Union at Rochester, N. Y., as a result of extended labor troubles with master butchers, will establish twenty retail shops in that city. This is a revival of the fight with the Rochester Meat Dealers' Protective Association. The strikers started a few markets last fall, but the opposition had no effect on the trade of the association dealers, so they propose to try it on a larger scale, with money furnished by the wealthy International Meat Cutters' Association.

The Meat Dealers' Association has brought suit against a local dealer, Max Russer, who was formerly a member, to recover \$300 on a note. When the meat cutters went out on a strike the local dealers formed an association and each member was required to deposit a note of \$300, which was to be forfeited if the member failed to live up to the terms of the agreement. Russer went over to the strikers and withdrew from the association, and the note was refused payment when presented at the bank.

LOCAL AND PERSONAL

Charles Baun has opened a shop at Columbiana, O.

C. J. Coons has opened a market at An-cram, N. Y.

A. E. Rozelle will open a new market at Lisle, N. Y.

S. A. Whitney has opened a new shop at Falmouth, Me.

Harry Scott will open a new market at Attleboro, Mass.

Miller & Winn have bought the Knox market at Viola, Ia.

William McReynolds will open a new shop at Duenweg, Mo.

F. E. Williams has reopened the Old Home Market at Barre, Vt.

A new shop has been started by Milan Felter at West Pittston, Pa.

Shannon's market, Rolling Fork, Miss., was destroyed by fire last week.

S. V. D. Fish has bought the market of Lewis Green at Dundee, N. Y.

A blaze at Sidney, Neb., destroyed Gas-pier's market and other buildings.

W. E. Wineke has bought the market of Jacob Heilman at York City, Pa.

The meat store of D. D. Creekmur at Dawson, Ky., was burned last week.

The shop of Morris Gutches at Montezuma, N. Y., was burned last week.

Frank J. Greth has opened a market at 9th and Windsor streets, Reading, Pa.

William Connors' market at Ransonville, N. Y., was destroyed by fire last week.

Fish & Cole have bought the market of John Bosworth at Whitney Point, N. Y.

Fire destroyed the market of J. K. Munsch, San Antonio, Tex. He will rebuild at once.

Fire at Niles, O., destroyed the Thorp & Johnson meat market. Loss, \$5,500. Will rebuild.

The Saginaw (Mich.) City Council is about to adopt a stringent meat inspection ordinance.

Carl Dow's market at Appleton, Minn., has been destroyed by fire. Loss, \$2,400, partly insured.

H. H. Frank has bought the butchering business of Frank & Crist at Newport, Pa., and will continue it.

Peter Rowe, a veteran meat dealer at Pittsfield, Mass., has closed his market and retired from business.

F. J. Scott has opened a new market at

Binghamton, N. Y., adjoining his grocery store at 373 Chenango street.

Aylward & Gaylord, provision dealers at Cambridge, Mass., have gone into bankruptcy. Assets, \$3,665; liabilities, \$5,200.

A. S. Lyons, butcher and meat dealer at Wolfe City, Tex., has assigned. Liabilities, \$273,516.35; assets, \$10,058.90.

The Pleasanton Meat Co., Pleasanton, Calif., has been purchased by Fred P. Hellwig and the business will be extended.

James Edward Bond, for thirty years a leading San Francisco butcher, died last week. He was a native of Brooklyn, N. Y.

Hold-up men disguised as inspectors robbed A. Heis, meat dealer, in Chicago the other night after enticing him out of his shop.

Brookfield, N. Y., will shortly be without a meat market. The only dealer there, Emmet Denison, is about to close out his business.

F. J. Dettenthaler has sold his interest in the Michigan Beef Co., Grand Rapids, to J. V. Ripperger, the local S. & S. representative.

The Master Butchers' Association of St. Louis has adopted resolutions condemning the action of the local Citizens' Alliance in asking Congress to repeal the eight-hour law.

The new west end public market at York City, Pa., was opened last week. It is a three-story brick structure with 150 stalls and admirable railroad trackage facilities.

The new Swift dressed beef plant at Meriden, Conn., with C. W. Cahill in charge, has been formally opened and is in full operation. It is one of the most complete in the country.

W. H. St. John, butcher at Oshkosh, Wis., turned his two shops over to the local Ladies' Benevolent Society for one day last week, giving them 10 per cent. of all sales and furnishing all help.

Kansas City packers have resumed the delivery of goods to their local customers, a practice interrupted by last spring's floods, when much of the delivery equipment was damaged and put out of commission.

Frank Armstrong, a butcher employed by Shallcross & Sons at Coatesville, Pa., was terribly injured one day last week by falling from a ladder on to a big beef hook, which penetrated his neck several inches and broke his jaw, he being suspended on the hook like a side of meat until released by a fellow-workman.

After weeks of controversy the Rochester, N. Y., public market commission has at last selected a site for a public market on the east side, known as the Moulson site. Now that a decision has been reached there is more opposition than ever on the part of advocates of other sites here and there all over the city, and pressure is such that the Board of Aldermen may finally refuse to accept the location chosen by the market commission.

ASK BUTCHERS TO SUBSCRIBE.

The Union Packing Co., of St. Louis, one of the newly-formed independent concerns, is endeavoring to induce St. Louis master butchers to buy stock in the concern. The shares are \$100 each, but only \$60 is called for. Purchasers must sign a contract not to dispose of the stock for ten years.

Butchers' Tools

Take a Plumb Cleaver. Get the hardest bone you can find. Smite the bone lustily. If the edge turns, send the cleaver back. Our butchers' tools are made to stand hard work. If any tool passes our tests that should not, we want to know it.

Plumb's Cleavers

are made of the best soft-steel bodies with deep tool-steel bits. The soft steel is tough and strong; the tool-steel holds the cutting edge. If you have a special pattern, we can make it better and stronger than any butcher's tool you ever tried. May be bought of the following: Koch Butchers' Supply Co., Kansas City, Mo.; Cincinnati Butchers' Supply Co., Cincinnati, O.; G. V. Brecht Butchers' Supply Co., St. Louis, Mo.; Bernard Glocker, Pittsburgh, Pa., and of the leading hardware jobbers.

FAVETTE R. PLUMB, Incorporated,
Philadelphia, Pa., U. S. A.

NEWS OF THE ASSOCIATIONS.

The Albany Retail Butchers' and Meat Dealers' Association has installed the following officers: President, J. Henry Ludlum; first vice-president, Jacob Gauger; second vice-president, Carl Weisel; treasurer, C. F. Wurker; financial secretary, L. Hardt; recording secretary, Charles A. McNary; sergeant-at-arms, C. Behler; trustees for one year, Joseph Wiley, John I. Spencer.

The Jamestown, N. Y., Meat Cutters' Protective Union has chosen the following officers for the coming term: President, Harry Lamers; vice-president, Bert Ryan; corresponding secretary, Porter Peterson; recording secretary, Roy Stahley; financial secretary and treasurer, Porter Peterson; guide, Oscar Wood; guard, Otto Werner; trustees, Otto Carson, William Sundberg and R. E. Anderson.

The Colorado State Butchers' and Grocers' Association has elected the following officers for the year: W. J. Gilligan, of Loveland, president; W. H. Cherry, of Denver, first vice-president; Fred Harter, of Cripple Creek, second vice-president; A. H. McClanahan, of Greeley, third vice-president; Miss Kitty Hubbard, of Longmont, fourth vice-president; W. C. Wilson, of Greeley, treasurer. A delegation, consisting W. C. Wilson, of Greeley; J. C. Muir, of Denver, and R. C. Cassell, of Grand Junction, was selected to represent the Colorado association at the national convention, which will be held in San Francisco on May 2. The board of directors for the ensuing year will be as follows: A. H. Galbraith, of Fort Collins; A. H. Barth, of Arvada; John Corea and A. J. Beckwith, of Denver; A. R. Clelland, of Colorado Springs; John McIntosh, of Pueblo; R. A. Bancroft, of Grand Junction, and A. P. Nelson, of Canon City.

A number of important resolutions were passed. The committee on legislative action was instructed to use all means at its command to get a bill through the next legislature making officials and employees of State, county and city subject to the garnishment law. They were also instructed to get a measure through the legislature abolishing the scrip system, which is deemed very injurious to the interests of the retail merchants, particularly in the southern part of the State. The committee on business reported a resolution which will be mailed to every wholesale dealer in the State, which is to the effect that all the members of the Colorado Butchers' and Grocers'

Association boycott wholesalers and jobbers who retail goods to hotels, restaurants and boarding houses or interfere in any way with customs that properly belong to the retail merchants.

The Women's Auxiliary of the Master Butchers of St. Louis has organized with a large membership, including the wives of all leading butchers. Its purposes are to assist the master butchers in the movement for Sunday closing, and to prepare for the entertainment of guests on the occasion of the International Butchers' Congress, which meets at St. Louis, July 25, and the seventeenth national convention of the Master Butchers of America, which also meets there. The officers of the auxiliary are: President, Mrs. James Gallagher; first vice-president, Mrs. William Hertling, Jr.; second vice-president, Mrs. Charles H. Kraas; secretary, Mrs. Charles G. Deibel; corresponding secretary, Mrs. Robert J. Anderson; financial secretary, Mrs. H. C. Kaufman; treasurer, Mrs. Oscar F. Breuning; guard, Mrs. Jacob Paule; trustees, Mesdames Walter Pfeiffer, Charles W. Klotz and John P. King; board of directors, Mesdames Michael Schaller, John E. Schaedler and the officers.

The following officers have been elected by Los Angeles, Calif., Butchers' Union, No. 265, for the ensuing term: President, C. Hunzhauser; vice-president, Jerry O'Neill; secretary, Lawrence Morgan.

LONDON KOSHERS SUE RABBI.

Kosher butchers in London have brought suit against the chief rabbi and the board of Shecheta for \$10,000 damages for refusal to issue them licenses to kill kosher meat. It is the custom of the chief rabbi and the board of Shecheta to issue licenses to Hebrew butchers to sell kosher meat for the functions of the board of Shecheta is to insure that meat intended for Hebrew consumption is killed according to Hebrew ordinances. When these authorities are satisfied that any butcher is not keeping the meat strictly kosher they revoke his license.

Some time ago a case of this sort arose in Liverpool, with the result that the Hebrew butchers affected are bringing an action against the chief rabbi and the local Shecheta Board and claiming £2,000 (\$10,000) for losses incurred in their business. Sir Samuel Montagu and other well known Hebrews will figure as witnesses in the suits.

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